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Win 'Tool' - Help School

Modular Computer Systems, whose booth is shown here at the New York Caravan, will give away a \$10,000 Modcomp 11/20 computer at the end of the Computerworld Caravan. The contest is based on the best estimate of trading volume on the New York Stock Exchange on a given day and the winner picks a college to receive the com-puter. More coverage of the New York Caravan on Pages 5 and 6.

6,250 Byte/In. Density IBM 3420 Storage More Than Tripled

By a CW Staff Writer
WHITE PLAINS, N.Y. - IBM added three new models t its 3420 magnetic tape system that can record data at the 'densest recording canability yet offered.' according to the pany

Using a new method called Group Coded Recording (GCR), the IBM drives can handle tapes containing a data density of 6,250 byte/in. compared with 1,600 hyte/in. on earlier models of the 3420. The drives can be used with

370s ranging from the 135 to the 195. An upgraded control unit was also an Model 2 - which control unit was also an An upgraded control unit was also announced - Ine 300 Model 2 - which operates with hoth the earlier and latest 3420 tape units. The Model 2 includes the capability of correcting errors in one or two tracks "simultaneously while the tape is in motion," IBM said.

be transferred to the Data can 1.25 Mbyte/sec compand with 320 kbyte/sec on earlier models of the 3420. Read/write access time on the new drives is about 1 msec, which is described as twice the speed

of earlier models

One Society Expelled

Foundation Ills Continue

Data Segmented

The GCR method segments data written on tape into groups of characters to which a special coding character is added, And the higher density is based on a combination of a modified coding scheme, a smaller interrecord gap (called an interblock gap) and modified elec-tronics and electromechanical comtronics and el ponents, IBM said

Installed 3803/3420 tape systems can be converted to the higher densities in the field. The higher-speed systems can be equipped to handle both existing higher densities so users can convert their (Continued on Page 2)

"We helieve." ODP's representative.

Robert Sennet, said at the time, "that the importance of the work on the com-

mittee makes it worth all our efforts to help now, even if we might not later he qualified for full membership." QDP was

Sennet, after telling the committee how

(Continued on Page 4)

then voted as a full member

Wise User **Looks Before** He Leases

By Ronald A. Frank Of the CW State

NFW YORK - Recent developm fecting the leasing of 360 and 370 sys-tems can benefit the user who plans shead. Both the IBM announcement of a four-year 370 lease, without overtime. and the accounting changes recommended by auditors to write-off 360s by 1978 [CW, March 7] contain potential advantages for the wise user

The IBM plan to sign up users for 48 months at the same rate as its regular monthly CPU mental also contains an interesting clause concerning future credits toward the nurchase of the mainframe

On the surface, the IBM long-term CPU lease eliminates the advantage used by leasing companies - i.e., no overtime charge for the user. But by requiring the

News Analysis

to sign at the same rates as the straight monthly rental, IBM is not really providing a cash discount except on the onthly bill for multishift sites

In return for signing up with IBM for the 48-month lease, the user is subject to stiff cancellation penalties. The charge for terminating a CPU lease is six-months' rental or 25% of the remaining costs of the lease whichever is lower And the penalty applies to "the removal of features, model downgrades and machine discontinuances," an IBM spokesman The user who replaces 512K of IBM

ore with an independent memory wo have to pay the penalty based on the incremental cost of the IBM core. A user who upgrades from a small 370 to a larger system from 1BM would also pay the

penalty, IBM said. The user who upgrades within the same 370 model, by adding a feature during (Continued on Page 4)

DP Science Fair Coming to NCC

NEW YORK A High School Computer Science Fair will he part of the 1973 National Computer Conference & Exposition, June 4-8, in the New York Coliseum

Colorum.
A grand prize will be awarded for the most significant project displayed. Prize will also be awarded in four specific areas: may application of computer, with a superior of computers. The proposition of computers will be superior or components. Programming, and anotherance for computation.
All projects must be suitable for display, according to officials. Both bardware and software projects are solicited and any programming language or computing

In the case of software projects, graphical or poster displays highlighting key

deas should be used locas should no used.

All entry forms must be submitted by April I to Professor Frank S. Beckman chairman of the fair. The submission form includes details of the proposed

des details of the proposed charman of the fair. The submission form includes defails of the proposed project and must be signed by a teacher familiar with the sidned's work project and must be signed by a teacher familiar with the sidned's work on a fair sidned and the sidned sidned and the sidned sidned and June 4. Prizes will be presented during the 1973 NCC All high school students, including June 1973 gadatates, are edigable to submit projects. Additional information is reacher Brooklyn College, CUNY, Brookkyn, N.Y. Department of Information Series.

Court Faults IBM on Index, **But Rejects Reconstruction**

CHICAGO

Of the CW Staff NEW YORK - IBM and its lawyers were sharply reprimanded by a federal district court judge here last week for their role in the destruction of the index or computerized data base compiled in the IBM/Control Data antitrust case.

Chief Judge David N. Edelstein, who is hearing the government's antitrust suit a pretrial order he had issued March 16, 1972, "in that it procured the destruction of a data base created by attorneys for Control Data Corp

Furthermore, Edelstein, who is the chief dge of the U.S. District Court for the Southern District of New York ordered IBM "to provide promptly to the court copies of any or all materials in its possession or control needed or useful in the reconstruction or restoration of such a data hase

He further ordered IBM to "produce immediately to the court any elements of the CDC data hase in its possession or control that it did not cause to be destroved The judge, however, rejected "at this

the Justice Department request that IBM be forced to either reconstruct the data base or pay Justice to reconstruct the files.

He did, however, dismiss this part of the Justice request prejudice "without which means that it can be brought up

Software/Services

Systems/Peripherals

On the Inside Canada to Begin All-Digital Net - Page 17 5 Tests Improve Page 21 Disk Performance Computer Industry 10 Editorial Financial

tempt to expel QDP, being quite certain that Swearingen did not have this power. ACM later moved to drop the original idea of equal control of the foundation by the various societies

Originally Accepted ODP had attended the first meeting of the organizing committee, and had been accepted by the committee for eventual membership, after affirming it understood it might not be eligible for membership in the actual foundation

again at a later date by the Justice De-

The Justice Department charge that

the data base destruction had been char-

acterized by IBM attorneys as "inflamma-

Edelstein noted that pretrial order num-

(Continued on Page 2)

tion, scheduled to take over the certifica-tion of data processors in July, was thrust

further toward an open power struggle in which the Data Processing Management

Association and the Association for Con

puting Machinery squared off against other participating societies, as the two

controlling organizations moved to con-

Swearingen, acting cochairman, first re-versed one of the decisions of the or-

ganizing committee, then he expelled one

(QDP), trom committee membership

ODP cofounder R.C. Stewart Computerworld he was protesting the at-

organization. Quality Data Processing

controlling organizations incred a solidate the powers of their appointed cocharmanships. At a meeting here, DPMA's

the settlement IBM had procured

pecial to Computerworld

D - The Computer Founda-

Requests Related Material

Court Rebukes IBM on Index, Rejects Reconstruction

which required IBM and the Justice Department to keep all documents relating to electronic data process entered into the court at the urging of IBM and that the IBM attorneys had actually written the order that they are now accused of violating

On signing that order, he said, he had told IBM and the Justice Department, "I expect this order to be implemented pre cisely and in every possible way .



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amstances without stroyed under any circi

the consent of this court also noted he had told the attorneys that he would hold hearings any time they felt the order was too restrictive

regard to documents in the case. And finally, Edelstein stated that the order had applied to any documents "directly or indirectly" in the possession of

cr of them. But, he added, with IBM lawyers present the data base in the Control Data

base had been destroyed over the week d of Jan. 13-14 Even though IBM argued that the docu ments were in another case, Edelstein found that "if IBM, directly or indirectly.

procured the destruction of the docu-nients and other material in question, IBM can be held responsible for that destruction." The documents filed in the government

IBM, pursuant to an agreement between IBM and CDC, and, therefore, IBM can be held responsible for its destruction."

The IBM claim that the data base was

ase. It was destroyed at the request of the work product of the CDC laywers is

case "convice (sic) the court that IBM

procured the destruction of CDC's data

A Bie 'If'

If the documents had not been de-storyed, he said, IBM could have asked m to rule on whether or not the Justice Department could use them and he cou have determined if they really were the work product of CDC attorneys and therefore not admissible

But, he said, "as matters now stand, the court can never know whether the mate rials destroyed were, in fact, work prod-Even though he did not grant the Juscourt does not mean to suggest that it view's (sic) IBM's violation of this court's order lightly. "Indeed, such unseemly behavior com ing as it does from respected members of the bar of this court is particularly dis tressing. There appears to be no sound reason why counsel needed to act in this hasty manner, Prudence would have dic-

pay for reconstruction of the index, Edel-stein said: "By refusing to grant all the relief requested by the government, the

At the very least, the court should have been informed that IBM was getting the data base destroyed by Control Data, he said, noting that in the future he expects

to be informed of any similar plans.

While the Justice Department refused to comment on the ruling last week, IBM said it was "disappointed in the judge's ed of any similar plans. ruling relative the pretrial order number one and naturally we will comply with

However, the firm would not estimate how many documents it will have to turn over to the judge under the ruling.

After inspecting those documents, he will decide which ones should be passed along to the Justice Department to help it in reconstructing the data base in the

3420 Storage More Than Tripled

tape libraries, an IBM spokesman said Three models of the 3420 have the

Arts-III Complete. Data Transfer Seen

WASHINGTON, D.C. - The production of all 64 computerized automated radar terminal systems (Arts-III) ordered by the Federal Aviation Administration has been

Arts-III "unquestionably has been one of the most successful technical programs ever undertaken by the FAA," FAA ad-ministrator John H. Shaffer said in antouncing completion of the project by Univac

With the completion of the Arts-III program, most of the nation's air traffic system is now computerized, with Arts-III serving airports and local air traffic while the air route traffic control system rves long distance flights.

With the Arts-III units, aircraft near airports are automatically tagged with alphanumerics displayed on a CRT. This helps the air traffic controller sort out the flights on his screen.

In time, the FAA plans to link all of the Arts-III installations with the computer ized air route traffic control centers for automatic data transfer between facilities. In addition, the agency is developing a lower capacity Arts-III system for use in smaller airports across the country.

higher density capability. Model 4 has a tape speed of 75 in./sec; Model 6 operates at 125 in./sec; and the Model 8 handles 200 in./sec. Access times are 2.3 msec, 1.6 msec and 1.1 msec respectively

Extended Plan The faster models are available under the extended term plan at prices ranging from \$580/mo to \$752/mo. Under the regular monthly rental plan prices range

from \$690/mo to \$895/mo Customers who convert their tape systems to the faster models will not have to pay an installation charge. But it in take "seven to ten hours" to make i to make the change, a spokesman estimated

For users who now have 3420 systems on fixed term lease plans, the tape systems can be converted and the extended lease plan instituted without paying early termination charges. For these users, the 24-month extended term plan begins with the first monthly payment, and the fixed

Conversion Charge For users who own 3420 systems one-time conversion charge is applied. A one-time conversion charge is apprice. A typical field conversion of a purchased Model 3 drive to a Model 6 will cost \$14,500,1BM said. Maintenance prices on faster drives for purchase systems could also be proportionately high

term plan requirements are cancelled

Purchase prices range from \$43,000 to \$65,970. First deliveries are scheduled for the fourth quarter of 1973, while field conversions will begin in the first quarter

Mini Helps Lab Solve Bomb, Fire Crimes

WASHINGTON, D.C. - Two mini systems in the U.S. Treasury Department's Bureau of Alcohol, Tobacco and Firearms Crime Laboratory are helping solve crimes involving bomb fragments, fire-arms and other materials found at the scene of a crime

The minis perform pulse height analysis The minis perform pulse neight unaryais on the materials under test, a system developed for the ATF Laboratory by Monitor Labs, Inc., San Diego, Calif. One of the systems played a major role One of the systems played a major role in helping solve a bombing of the Bank of America building in Santa Barbara, Calif. A ceiling tile from the building, with fragments of the bomb and traces of unburned explosives imbedded in it, was sent to the ATF Laboratory along w pipe found in the suspect's garage and soi from his shoes

The material was chemically treated and irradiated in a nuclear reactor. A pulse height analysis proved the fragments in le were made up of the same material as the pipe from the suspect's garage, and that the soil from the shoes matched soil from around the bank.

On this evidence the suspect was later

indicted

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Company Name Send to: Address- City		Siete Zup Code re if you do not want to receival mail from Computerworld	22 Manufacturing — Computer or data system hardware/periphesis/ other seacciased mechanical devices before the seacciased mechanical devices and the seacciased mechanical seacciased me	92 Data Processing & other Operational Mgmt 93 Data Processing Professional Staff 94 Committent 95 Lawyer/Accountant 96 Engineering Management/ 97 Selen/Mersteing/Account Exe 98 Librarian/Educator/Student 98 Other:

Every computer center needs mpex peripherals.

because it typically . . .

- ☐ Aiways needs more room.
 ☐ Doesn't have enough mainframe
- memory.
- ☐ Needs more and faster tape drives in less space.
- Fights for more and faster disk drives. Can't get service people fast enough.
- Never has a big enough budget.

370 Users . . . Ampex Offers These Problem Solvers Mainframe mamory anhancement for IBM 370 models 135, 145, 155, 165, 158 and 168.

The ARM-3380 is the Ampex memory enhancement for IBM models 155 and 165. It will expand a 155 to 2 megabytes and a 185 to 3 megabytes of total Ampex memory without eny CPU or software modifications. This cen save IBM 370/155 users as much as This cen save IBM 370/155 users as much as \$140,000 (depending on the computer model). Operating speed and size of this proven dependable main memory are the seme as the IBM 3380.

ARM-158 or 168 semiconductor memories will be available for users of either ribb 370 model 158 or 168 virtually upon delivery of the CPU.



The Ampex ARM-135 is e semiconductor memory enhancement that equals IBM-135 enhancement limits of 240K bytes in a compact 30" x 30" x 60" module. Equelly compact 30" x 30" x 60" module. Equally important, Ampex also offers 48K and 96K byte modules for those who need some, but not maximum, memory capacity. Other significant feetures: The ARM-135 hes the me transient power protection as IBM, its own test penel (unlike IBM) so you can test off-line, and is designed to take maximum advantage of IBM diagnostic routines. And you save up to 40% without sacrificing any performance.
The Ampex ARM-145 elso is a semi-

Ine Ampex AHM-145 elso is a semi-conductor memory offering expansion to 512K bytes of memory. A reel space saver, the ARM-145 stores up to 352K bytes in a single 24" x 60" x 60" cabinet. The ARM-145 has the same transient power protection, the same error-correction circuitry as the IBM 3345, its own test panel, and will take maximum advantege of IBM diagnostic routines...aii at significant dollar savings.

Tape drives. The biggest news since Ampex ploneered tape recording is the new two-inone configuration for the Ampex TC-38/TM-34 tape subsystem. Now you can reduce the amount of spece required for

tepe drives and controllers in your DP center by nearly 50%...or double the number of drives without allocating more number of drives without allocating more space. You get two high-performance 3420-compatible tape drives with data rates 2420-compatible tape drives with data rate of 2400 cm and the space of the space of the space of the space of the space reduction is only the space reduction is only the space of the this drive has a radial interface for operation with either the Ampex TC-38 or the IBM 3803 controller. Format configurations include any combination of 9-track, single or dual sity, and 7-track with data rates from And, of course, the TM-34 is also available

as a stand-slone unit with data retes up to 320 KB.



Disks. Whether or not your 370 hes ISC, Ampex disk of the systems will save you money and speec. Compatible with either 18350 or the 333, one Ampex controller will handle 16 drives with a total storage will handle 16 drives with a total storage of the story. Add plug interchangeability, average access time of 28 milliseconds convenient to Josafing, read-write compatibility, storage of 100 million bytes per drive, duel chemelling and faster starts and stops. And you save 15% with the Ampex DS-300 system. Disks. Whether or not your 370 hes ISC,

360 Users . . . Ampex Offers These Problem Solvers

Mainframa memory anhancement. For IBM models 22, 30, 40, 50, 85, and 67. ARM-22 expands the 380/22 to 64K; ARM-30 cen expand the 360/30 to 128K; and ARM-40 can expand the 360/40 to 448K. The ARM-50 works to 1½ megebytes, end the ARM-2365 is designed for use with IBM models 360/65 end 67.





Mainframe-ECM. Equipped with a semimennrame-Eux. Equippe winn a semi-conductor cache memory, the standerd ECM operates at the effective speed of the IBM 2965 maintrame memory. It is the most economical 1 to 8 megabyte replacement for the 2985. For the model 50, ECM still is aveilable with a 2.5 microsecond cycle time.

Disks. Ampex Double Density Disks are DIBMS. Ampax DOUGH Density Disks are today's most cost-effective technique for adding storage capacity...233 megabytes in half the spece or 488 megabytes in the same space as a 2314 system. No software changes under DOS or OS.

Tape drives. There's no space-saving system Tape drives. There's no space-saving system on the market to compare with the new Ampex two-in-one configuration. Everything we've written about Ampex tape drive for IBM-370 systems is equally true for 380 systems. So, why not expand the capabilities of your IBM-380 and save the expense of starting ell over again with a 370 ?



Univac Users . . . Ampex Offers These **Problem Solvers**

Maintrams memory anhancement. The ARM-1108 operates at the same speed end is completely compatible to 1108, 1106 and 494 systems operating with Exec 2, Exec 8 or OMEGA. Furthermore, this memory enhancement has a built in MMA to facilitate use in multi-processor environments. No minimum Univac memory is required.

Disks. The Ampex DS-8430 disk subsystem is e high-performance alternative to either Univac disk or drum systems. The DS-8430 Univac disk or drum systems. The Dis-easy has a radial Interface to provide disk operation with proven FASTRAND software. This disk subsystem may also operate in a FASTRAND emulation mode, providing ell the edvanteges of removable disks. It's the most efficient disk subsystem to be put on a Univac computer.

Whatever System You Have, You Need Ampex Peripherais

Bacause . . . Without exception, you save when you specify Ampex peripherals . . . often as much as 40% over equivalent IBM or Univac products.

Since its inception, Ampex has been-will continue to be—the innovators of the industry.

mpex also provides worldwide service for ell its products. You never have to

reiy on third-party service.

There's en Ampex Peripherals Specielist ready to help you now at 800-421-8554.

Prospective Lessee Looks Carefully Before He Leases

(Continued from Page 1) the four-year lease, has two choices. He can pay the regular monthly fee plus 15%

extra each month, or he can pay the monthly rate without the 15% and extend the life of the lease according to a

Under the new lease plan, the customer can accumulate credits of up to 50% of the purchase price at the end of four years. Previously IBM provided a more limited credit to monthly rental users, allowing them a total of 12-months' rental to be

applied toward a purchase.

The real value of the 50% purchase option four years from now is open to question. Some leasing sources see the IBM credit as a kind of market support. They say IBM is affirming that the 370 will be worth at least 50% despite any new announcements made to obsolete the equipment. Others see the 50% as being below the value that would normally be expected

But most residual lease values are based on a 10% or 11% depreciation each year, on a 10% or 11% depreciation each year, on a typical eight-year lease. So the 50% purchase guarantee is probably below the value that would have been carried by independent leasing firms. The third-party firm would probably have shown a

News Analysis

value of 57% or 58% and the user might have to pay the difference as a terr

tion fee. tion fee.

For the user this can mean that the residual value projected by the third-party lessor is greater than the market value "for a considerable portion" of the term of the lease, according to one industry spokesman. It is more likely the leasing firms will adjust their residual values

Third-Party Savings But the user who chooses a third-party lease can also save on his rentals. On a five to eight years. five-year package lease plan from Itel, a 360 370/158 user would save as much as \$500,000 compared to the four-year IBM The accounting plan, according to Dan Elliston, director of financial leasing at Itel.

The user who signs with a third-po The user who signs with a third-party firm can probably save an additional 30% over 1BM 48-month lease rates. He can, in effect, "save up" the purchase price of the system. And if he decides to purchase after four years, the third-party leasing vert at the projected market value of 50% set by IBM. In the interim, the thirdparty lease customer can sublease his system, an option not available to IBM

The user who plans ahead has to s "only" 12.5% per year (anything addi-tional is gravy) with the third-party leas-

ing company in order to make his pro-jected purchase pay for itself. Most leasing companies give the user a larger discount but also require their cus-tomers to sign up-for periods ranging from

to yourself. And if it's not everything you ex-

Williams, Product Manager - Special Prod-

Mr. Williams: DUO 360/370 interests me. I'd like:

Fill out the coupon, or call me, Sterling

pected, you can send us home to mother.

ucts. (214) 637-5010.

Name

free trial.

a free trial on my equipment

The accounting write-off of 360s by 1978 can provide users with computing power that costs them almost nothing to operate. Purchase users have to depreciate their equipment by a certain percentage each year. And this depreciation offsets

sotential profits.

So a machine carried on the user's books at zero value costs only the amount of money required to run it. These Items include electricity, mainte-

nance and similar fixed charges.

In this environment, the user is free to add enhancements to his "obsolete" system at relatively low cost. Such fea-tures as the CHCS Accelerator [CW, Feb. 28] and a virtual capability such as the DAT box [CW, Jan. 31] could be fi-

nancially justifiable to these users.

Most users realize the functional utility of a 360 will not cease simply because of an accounting procedure. And the 360s will probably be very favorably priced

beginning in 1979, for the user who is willing to "make do." If this approach seems far-fetched, then today's users who are still running 1401s and 7094s must be all wrong. The fact

remains that functional utility, or the ability of a CPU to do the job, rests in the eves of the neer By continuing to strive for technical obsolescence with continued new prod-ucts and systems, IBM may be grooming a

whole new class of users. DP Foundation IIIs Continue to Increase

(Continued from Page 1) QDP was going to hold public meetings to keep the profession aware of what was happening, was nominated for the chair-manship of the public information subcommittee. Instead, as Sennet told QDP's first public meeting early this month, his group was expelled by Swearingen.
According to Sennet, Swearingen never

gave any authority for the expulsion of QDP nor for his own authority to make such an expulsion. "It is just the same replay that we have heard at each meet-

We currently are a local organization," Sennet continued, "and we would be in a very effective position to be able to monitor the operations of the foundation, and the influence of DPMA on foundation affairs on behalf of the ordinary practi-tioners. Perhaps that is what they are

afraid of. I do not know, but they are certainly afraid of something." At the foundation meeting ACM's John Harris asked the organizing sub-committee, of which he was recently appointed chairman, to drop the recomappointed construction of the depth of the d

Also, the Society of Certified Data Processors' representative, Marc Greenberg, who had been nominated by the organizing committee for chairmanship of ne legal subcommittee, found that although the committee had been approved in the minutes, it had been abolished by in the minutes, it had been abolished by the foundation cochairmen acting jointly. Its functions had been transferred to the organizing committee headed by John Harris, Greenberg said.

DP Up Down Under

CANBERRA, Australia - The number of digital computers in use in Australia increased by 363, or about 30%, during the year ended June 30, 1972, according to the Federal Department of Labor and National Service.

In June there were 1,594 computers in operation in Australia and another 339

fou don't have to ma

Converting from DOS to OS operation is risky. Ordinarily, once you get into it there's no easy way out.

Well, we have an escape clause. Our soft-ware program, DUO 360/370, virtually elim-

inates risk With it, your DOS programs operate under OS control without conversion, and they

fully access OS features. So you get pure OS production now, today, and vet you can still reprogram at your leisure-without overtime or extra personnel. DUO reduces your OS test time as much

as 90% in some cases. And, you get added features - like automatic console control-which



Users Say Bell Attitude, Service Ring a Sour Note

Ry Michael Weinstein

Of the CW Staff
NEW YORK - One of the biggest problems voiced by attendees at a Caravan/73 panel on data communications here con-cerned the "indifferent" attitude of

AT&T toward user problems.

AT&T salesmen have no incentive to

reduce the cost of users' communications reduce the cost of users' communications services, the users complained. "The salesman is paid in relation to the amount of equipment used," Grant Mor-ris of Johnson & Huggins stated. "Many

times he is not personally involved in the account and thus has little interest other than increased revenues for AT&T Another user expounded on this probCaravan/73: New York

equipment on any term basis.
"It is possible to order something, have
it installed on Monday, call them back
and have it ripped out on Friday. In this environment, how do you expect the salesman to develop any loyalties to the

Another user said he called in an ATAT

engineer to add IBM 3735 terminals in



Talking shop and "kicking the tires" was a big part of the New York Caravan. Caravan officials estimated the three-day attendance at over 4.300, bringing the three Caravan total so far to 10,300. Computer Caravan/73 moves on to Atlanta March 13-15.

The engineer told him this was imposs explained

Inc engineer total min this was impossi-ble under AT&T policy and he would have to use a switch, the user related. This manual switch would enable either of the 3735s to be used on-line but not at

of the 3755 to be used on-line out not at the same time.

However, another user told him the switch was not needed and recommended an outside vendor who could align the IBM units on one modem in series He took the user's advice and has had no operational troubles ever since, nor

has he heard from the AT&T engineer, he

AT&T's phone services also came under attack and Louisville, Ky., had the ques-tionable distinction of being chosen by users of nationwide communications networks as having the worst phone service

the nation. One user claimed that telephone service out of Louisville was so had, his company had to move its data processing center out of Kentucky.

Mainframers' Software Lacking

NEW YORK - Hardware vendors are competing products generally a poor source of software, sim-ply because they are in business to manu-facture and sell hardware, Joseph T. Rigo told a Computer Caravan/73 panel on software evaluation.

They have nothing against making a little extra on the side from selling software. But Rigo, assistant vice-president at Bankers Trust Co., ranked this source of income on the same level as "the Coke machines" in the employee lounge

Most of the software from the manufacturers is in the area of direct support for their hardware, he contended. Rigo related experiences with his former employer, IBM, detailing documents that

employer, IBM, detailing documents that were put logether by anyone proposing a new program product.

"The first thing they had to do was indicate briefly what they wanted to develop. Next, they had to specify, in

detail, what hardware products it would

"After that, they could go on to such miscellaneous subjects as cost and sched

ales," he remembered.

But even IBM had limits on the number of development projects it could support.

Rigo related. It was understood that priority would go to utility programs, operating systems, compilers and on-line terminal operations that are close to the heart of the equip-

ment operations.
"The important thing," he said, "is that we, as buyers, must be able to take care of ourselves. We must be able to evaluate the

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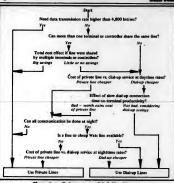
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Choosing Private or Dial-Up Lines

Calculate peak bit rate to and from typical ply by 2 as growth fac m cost for next h

Choosing Speeds for Private Voice-Grade Lines

Flowchart Needs

Selecting Communications

Of the CW Steff
NEW YORK - Flowcharting communications needs can help users choose between dial-up or private lines and choose speeds for private voice-grade

This message with two sample charts was presented by Jim Beck of American Standard, Inc. at a Caravan/73 panel on ween private or dial-up lines.

wing this chart down, if the user rollowing this chart down, if the user needs transmission rates higher than 4,800 bit/sec, he is compelled to use private lines as present dial-up service will not support rates higher than 4,800 bit/

Assuming the user needs a rate of 4,800 bit/sec or less, the next step is to determine the use of the line.

share the line, the user should then one lyze potential savings. If the savings large, this may justify a private line. If the savings are not large, the user should establish the costs of private lines vs. dial-up service using peak time hours.

Caravan/73: New York

If dial-up is cheaper, the user must then take into account the effect of slow dial-up connection time on terminal productivity.

If terminal response time will not be adversely affected, dial-up services are probably best.

However, if terminal response is too slow under dial-up or it is decided that private lines are cheaper, the next question is whether communication can be done during the night.

If the answer is no, the user is again

in the answer is no, the user is again forced back to choosing a private line.

If the answer is yes, the question then arises as to whether the user has access to a free or cheap Wats line.

If no Wats line is available, the final consideration is whether the.

consideration is whether the amount of data to be transmitted makes a dial-up arrangement more expensive than a privatc line.

Choosing Line Speeds

The second user flowchart presented by Beck concerned choosing speeds for private voice-grade lines.

Starting with the type of terminal the user is operating, calculate the peak bit rate to and from a typical terminal. Multiply this by the appropriate growth and safety factor because users will find, as their communications become more stable, usage wift generally increase above initial projections, Beck asserted

Search Covers Food Data

CHICAGO — An expansion of computer literature searches to include the Food Science and Technology Abstracts data base was announced by the Computer Search Center of IIT Research Institute. This data base is generated by the International Food Information Service in Germany and covers journals and patents dealing with all aspects of food science must determine for himself whether the number of terminals dependent on one line is too risky

If the user is afraid of a line failure and cannot afford to have the large number of terminals dropped, he must reduce the number of terminals.

This reduction must continue until the user is reasonably satisfied that a line drop will not cause extreme difficulties.

grop will not cause extreme difficulties. From this point users will be able to calculate the cost of increasing modern speed. If the cost increase is less than 10%, the user is advised to choose the higher speed for better performance. Otherwise he should remain with the original speed.

The 1973 Computer Caravan is coming

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Day 3: 9:00 a.m. Installation Management 2:30 p.m. Small Systems Panel 2:30 p.m. Small Systems Pane Entry to the morning sessions is \$25 per dey, which includes all workshop materiets, funch-eon, and admission to the Exposition Hall Isse pre-registration form on page 221. Afternoon sessions are open to all – free of charge.

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Upgrade Saves L.A. Service Bureau \$35,000/Mo; 43 Agencies Benefit

CW Correspondent

LOS ANGELES - An equipment upde tied to a massive relocation has grade tied to a massive grade tied to a massive relocation has yielded savings of at least \$35,000/mo for the Los Angeles Data Service Bureau (DSB), one of the nation's largest munici-

pal centralized computer centers.

A move from widely scattered facilities in City Hall to a 30,000-square-ft com-puter facility made possible a switch from two 1BM 360/50s and a 360/40 to 370/155s with a savings of

Another \$15,000 was saved because the increased capacity of the new machines permitted reduction of overflow that was

permitted reduction of overriow that was being farmed out.

Tug Tamaru, general manager of DSB, also said "considerable" savings are antici-pated with a switch from 24 IBM tape drives to 24 Storage Technology Corp. (STC) tape drives

(STC) tape drives.

Other benefits of the upgrade have been increased turnaround and a significantly larger capacity for the city's big law enforcement system, he said.

Tamaru said the 155s are fully duplezed, as are the 1/O units. "It gives us a lot more flexibility. We can do almost anythine at almost any time."

anything at almost any time."

DSB also gets added versatility with six
IBM 2314 disk drive spindles which are
switchable between two Systems Engineering Laboratories (SEL) 810Bs and
the 155s through a channel selector

adapter.

The SEL 810Bs are being set up for a Fire Command and Control System and it was preferable to link them with the 2314s rather than with DSB's IBM 3330s,

ru said. The biggest problem of the upgrade was getting all 7,000 programs running under OS and DOS converted to 370 OS in the time available, according to William D. Porter, deputy general manager of DSB. But the move was made in time and at a



Programmer Rob Wilson tests out adtrative program

cost under the \$50,000 which had been udgeted for the move. The bureau services 43 of the city's 45

departments with a staff of 375. Its biggest customer is the police depart-ment which has the top partition, or 30%, of one of the 155s dedicated to it.

Much of that capacity is for the regional on-line Automated Want and Warrant System (AWWS), a city-county system

enabling any police officer in the regic to inquire from the field on the crimin status of any vehicle or individual. The move and the switch to larger

run move and the switch to larger equipment permitted the bureau to add three cities to the 55 cities on the system, which now has over one million AWWS records on-line and processes one million transaction/mo.

The expansion also reduced the system's response time from 10 to 12 seconds to five to six seconds.

Tamaru and Porter said the custom have been extremely pleased with the changes because now they can add sys-tems and applications that have been

waiting in the wings for several year

waiting in the wings for several years.

The users are involved in work ranging from planning and community analysis with the kid of computer data to earth-quake studies and computerized inventories of the animals in the city zoo.

Many of the systems developed for the asers are innovative; AWWS was one of the earliest to use a front-end communi-cations concentrator for message switch-ing, instead of trying to do it all with a 360, Tamaru claimed.

u said the enormous library sys tamaru sain the enformous indrary sys-tem is "one of the most sophisticated library support systems in the world." It will be completed in about two years but there are now one million records on file and three to four million records in the catalog file.

terized book order and p chase system uses teleprocessing to order

ooks every morning A system to keep track of millions of



The Data Service B

updated every night and ready for inter-rogation at 7 a.m. Another project in the works calls for installation of remote terminals at outlying city administrative offices so they

can access the centralized data banks.

This will be accomplished with two
types of data communications networks - one for administrative and financial uses and the other for public safety functions

As envisioned, the plan will use satellite computers or front-end computers and minis. Small satellites may be dedicated to certain functions but will be interfaced with large general-purpose machines.

dollars of overdue and stolen books is waiting on development of an economical transaction device which can be installed

transaction device which can be installed at the 67 library branches. Porter said the city is currently using microfiche on a service bureau basis for library, personnel and police work and would like to expand it to other depart-ments. If the expansion takes place, "we'll probably have our own hardware because we're at the break-even point In the city's financial department, daily

information is available to the city of troller on two CRTs from a financial file of every city account and fund. It is

Pourquoi est-ce que je dois changer de langue? Il m'a pris dix ans pour apprendre celle-ci.

(Why should I switch languages? It's taken ten years to learn this one.)

Warum wird das EDP immer teurer?

(Why is EDP getting more and more expensive?)

Obsoleto? Vengo di comprario!

(Obsolete? I just bought it!)

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Calif. Checkless Society Checked

CW Correspondent
LOS ANGELES - The effort in
California to initiate the cashless,
checkless society has met with a temporary problem: insufficient business. The Automatic Payments and De-The Automatic Payments and De-posits System, a statewide, computer-ized plan for handling payrolla and bilipaying, has plenty of funds to oper-ate but has attracted few "customers"

since it started looking for them in The system is designed to eliminate payroll checks and route authorized

deposits and payments through auto-mated clearinghouses in Los Angeles and San Francisco. Bank customers can also authorize payment of certain monthly bills, like mortgages and utility bills, under the

Although 90% of the over 1,000 banking offices in California have

signed up, the system has only four twice-monthly payrolls, one once-a-week payroll and a file of monthly

Bank officials who helped set up the system are not dismayed, however, and said they expected a slow start-up, particularly because of the paperwork.

"The paperwork is killing us," said Gene Thurman, vice-president of the City National Bank, Beverly Hills, and vice-president of the California Auto-

ted Clearinghouse.

Thurman said a major achievement has been getting the first debits on the system.

Beginning last month automatic deductions from bank accounts for mortgage payments started. The sys-tem began with about 200 but is ex-

Thurman said no bank has had automatic debits for mortgage payments before.

Lack of User Enthusiasm Blamed

By a CW Staff Writer
ATLANTA, Ga. - Little customer demand and lack of enthusiasm - not technology - have been the major factors retarding the acceptance of electronic or computerized payment systems in banks, according to Federal Reserve Board mem-ber George W. Mitchell.

Speaking at a symposium on "The Development of an Electronic Funds Transfer System" here recently, Mitchell said: While there have been ups and downs in adapting technology to money transfer, such setbacks have not been the major

barrier to greater progress.
"Customer enthusiasm for electronic payment has been lacking. Convenience, the major advantage to individuals, has generated little spontaneous enthusiasm thus far," he said.

But, he added, some of this lack of enthusiasm might be the fault of the banking industry and other supporters of the computerized transfer of funds that

For Lag in Automated Pay Systems will be extremely important if the nation is to move closer to the goal of a "cash-less, checkless" acciety.

"Financial benefita" possible with such systems "to individuals have not been offered and probably depend on competi-tive pressures," he stated.

At the same time, Mitchell said pressure might be mounting for banks to offer better and newer services to their cus-tomers to get them used to the automatic transfer of funds.

For example, he noted that savings and loan institutions were showing a great deal of interest in using such systems in new ways and offering new services. He noted, as an example, a Massachusetts experiment where several institutions are offering customers interest on accounts

But other factors are also holding back the acceptance of the computerized trans-fer of funds, he indicated.

"To some degree acceptance is held back by custom - money mores change slowly," he noted.

"Also, many individuals do not identify with the ephemeral character of an electronic 'byte,' and would prefer 'en' money or evidence thereof—con, currency, or even a bank statement," he said.

Hospital Bill Letter **Humanizes Machine** —With Side Benefit

CHARLESTON, W. Va. - Persons with past due bills to the Cherleston General Hospital receive the following personal letter from the hospital's computer sug-gesting payment of bills before the hu-man staff finds out:

"Hello, there, I am the hospital's computer. As yet no one but me knows that you have not been making regular paynts on this account. However, if I have not processed a payment from you within 10 days I will tell a human who will resort to other means of collection..."

Big Brother Is Watching

While he admits the letter may cause some feeling of "big brotherism," Herb Johnson, vice-president for finance, said "there is no easy way to tell people they owe you money.

"We are hoping that by using a humo ous approach people will not get mad and will take advantage of the 10-day grace period to get their account in order," he said.

In some cases this approach may be working too well as the computer is now in contact with a typewriter trying to unravel one account.

The typewriter's initial correspondence

"Dear Mr. or Ms. Computer: I am a typewriter at the office of M and M. Recently our mailbox received your notice in regard to a balance owed your masters by my master's client. The Xerox machine and I are sincerely grateful for your not informing those awful humans as to this bill, and if they punch your buttons the way they punch mine, I can see why you tend to be lightle. see why you tend to be a little hesitant to do their bidding.

"I am told by my humans that their client is now in the process of suing some other human for the injuries he received and I will forward the billing to the particular humans for your remittance,

Sincerely, Royal Typewriter P.S. - Our telephone would like your number for purposes of computer dating."



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Editorials

An End to Secrecy

The secrecy surrounding many of the documents in the various antitrust suits against IBM must be ended both for the good of the computer user, the computer industry and the general public.

The latest instance of what seems to be part of en ongoing effort to keep knowledge of the cases from public view occurred when IBM blocked the release of 25 documents requested by the Computer Industry Association — documents that he been filled es part of the Telax-IBM case and which therefore should heve been entered in the public record.

IBM claims the documents contained trade secret information that would be harmful to it if released publicly. But the CIA has cherged the information in the documents concerns only marketing projections indicating how IBM viewed the effects of some price and configuration changes.

If the CIA view is correct, then the documents could show users – in IBM's own words – how IBM juggled prices in order to keep competition down while still extracting the meximum profit from user expenditures.

The information could reveal the extent to which IBM tries to maintain price control in the computer marketplace and how the firm makes configuration decisions based solely on maximizing profits.

But that information is not available.

It is time for IBM to stert following the protestations often made by its lawyers in court that it wents ell of the facts of the cases out in the open for public scrutiny.

If this is reelly so, why not open up all of the documents in the ease for public scrutiny? If IBM reelly has nothing to hide, if its hands are as clean as it proclaims, then it will release all of the documents in the case.

Back to the Original Plan

Originally the joint DPMA/ACM plan for a Computer Foundation was an attractive one. It was approved by both societies' executive boards. It was approved by the DPMA Certification Council and it attracted the support of a broad base of organizations and individuals in the industry.

In fact, the plan, as laid down by the special Cartification and Testing Advisory Committee, demonstrated that a broad-based certification program would be acceptable – just as it said it would.

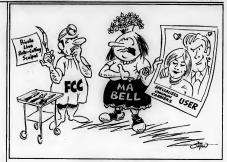
Currently, however, the original plan is not being implemented. The draft constitution and bylews created by DPMA's end ACM's representatives in many ways are a travesty of the plan.

For instance, instead of joint, equal control they substituted a meaningless, powerless expensive board of directors — with effective control vested in an executive director end the president.

Moreover, the ections since the dreft constitution was unwelled effectively destroyed the idea that the ACM and DPMA representatives were interested in implementing the original plan.

There are problems. But, there is also an opportunity. No one has attacked the original plan. So why not stop srguling about what plan to adopt, and simply work implementing the plan that has everyone's approvel?

Computerworld believes this is the most constructive path possible under the circumstances. The profession deserves the chance that the original plan gave it, end will not look kindly upon anyone who denies it this opportunity.



'A Facelift, Dec - on the Double!"

Letters to the Editor

Beware RPGII Perils -Nothing Hard Is Easy

I have been reading the recent odes to RPG II with a mixture of amusement, horror and awe for those more gifted than I who have been able to make the fanguage work for them on a costeffective basis. I have seven years of experence in the field, with a lone

since in the retust, with a long communication. A year ago, 1 took a job here in New Mexico as the manager of a service bureau for the rural electric co-ops. The board had already or dered a System/S Model (10 with high particular of the rural electric co-ops. The board had already or dered a System/S Model (10 with high particular of the rural particular of the r

With the above as an introduction, I would like to make a few remarks on this "language of the future." There was one key sentence in the viewpoint article which stated that a detailed knowledge of the RPG cycle was necessary to attain any of the benefits described [CW, Feb. 27].-I would concur with all my heart. But where does one get this detailed knowledge of the

Alas, not from IBM. Not from its courses or manuals. Not even, it seems, from its PLMs.

My staff has acquired some of this wisdom over the year from solving specific problems and asalduous study, but we have yet to find one source (even a tailormade course at \$23/hr) that would get us to the point of being able to debug a simple matching-records application in an acceptable emount of time.

nemp able to debug a simple matching-records application in an acceptable emount of time. My warning to the potential RPG user is: Nothing difficult is easy — Computerworld headlines about learning programming in half an hour and reducing inventory by \$500,000 motivitherancies.

RPG II is a sophisticated language in that it embodies generalized logic for normal DP events. That logic is often more generalized and clever than one would guess, and will cause have once the novice ventures away from his 30-minute print specials. Some of these RPG encomia sound like they were written in Armonk.

R.D. Mallery

Manag Cooperative Services, Inc. Sante Fe, New Mexico

How Much Should Newspaper Educate?

I wish to take issue with the policy of Computerworld. The newspaper is not written "for the computer community." Within the pages each week CW talks about today in the field and in the profession. Each week comments are made on the changes that new equipment and new knowledge are causing. How do humans change? Only

I feel that CW is the major means of communication in the data processing profession, and has an obligation and a responsibility to assist in the education of the profession by providing continuing items that would teach languages, systems, princi-

ples of operations, etc.

CW seems to feel we all know
all we need to know. This is far
from true. Most of us are interested in learning more and
don't have time to read a book,
or go back to school. Why not
have short items in the paper

mave anort items in the paper written to teach us about a subject, not just inform? We all want the people we hire to be better trained. The educational institutions are trying but not hard enough, and the manufacturers are just starting to try. Why can't CW try also?

Education is the only true path to professional improvement. If CW is to be of service, it must change its policy and help in problems of education, or, if you wish, the problem of updating the community.

R.E. Sennet, C.D.E.

Burtlett, Ill.

By definition a newspaper is

"(1) a paper that is printed and
distributed usually daily or

weekly and contains news, articles of opinion, features, and advertising" - Webster's Seventh New Collegiate Dictionary. Computerworld's editors be-

Computerworld's editors believe our main purpose its keep our readers up to date on current events in the DP community. We hope many of our interview or informative-type stories will also serve to educate concess of other read. May not our feature-type stories—such as the articles on disk recording and testing in the Systems & Peripherals sections of the March 7 and 14 issues—do fit a straight education need. Ed.

Markup Rates Missing
Again Alan Taylor's distaste
for IBM is quite evident ["IBM
Maintenance Markup Revealed,"
CW, Feb. 14]. I am not an
IBMer nor even an ex-IBMer, as
a matter of fact, I do not like

their methods but I will not attack them with half truth.
There is one item missing from the charts and is very possibly only known to IBM, which is overhead rate. Without this knowledge the 300% and 440% markups become very unreal. With the support system IBM has, I would venture to guest overhead is in excess of 150%.
The Time Service Contract

The Time Service Contract chart shows there are 36 hours of indirect labor (140 productive hours vs. 176 available hours). Or does Taylor suggest the engineer doesn't get paid for these 36 hours'

Travel time was considered in the Time Service Contract but not in the Maintenance Service Contract. Does one assume that with a Maintenance Service Contract the engineer does not have to travel?

I know that with the term
"gross markup" the overhead is
being considered, but this is not
evident in the chart or the articla.
In the two above-mentioned

In the two above-mentioned areas, Taylor would find other concerns such as CDC, Honeywell, Xerox, Burroughs and Digital Equipment with quite comparable "gross markups."

abla "gross markups." Charles A. Cline

Burlington, Mass.

Specific Areas of Interest

Four Journals Hope to Stimulate Cobol Development

Six months ago the readers of this col-imn responded to an open survey, saying they wanted to know a lot more about Cobol and how it was governed. They wanted to insure that their interests were being watched during the development of

the language; they wanted to know why language which was supposed to be hardware independent was turning out not to be transferable from one machine to an other; they wanted to know how whole areas like the Report Writer could be threatened without involving



the community. In general, they had a lot of questions. Since then I have been trying to get the answers. Perhaps the most enlightening moment came when the Cobol Coordinating Committee sat down for a couple of hours with Robert Kearney, chairman of Ansi Committee X3J4, the operation which puts a stamp of approval on the Cobol standard, as produced by the Programming Languages Committee (PLC), PLC is one of the five autonomous committees of the Conference on Data Systems Languages (Codasyl)

In our meeting with Kearney, we asked many questions. But the key answer that came out of that meeting was that answers are not available from Ansi X3J4.

Ouestions Not Avoided

It was not that Kearney was avoiding our questions. One of the major functions of the American National Standards Institute is to see that the public does get

But Kearney gave the committee the Ansi answers. On the point of transfer-ability, for instance, he said it was not directly relevant to the question of the Cobol standard. The Cobol standard just deals with interpreting the language

On the point of compile time, or object time, and error messages, he pointed out that these also were not relevant to the standard. Indeed, we found the great majority of questions were simply not being answered—if answering means more than savine "not relevant." ore than saying "not relevant.

We also discovered that this situation was not just a recent development. Even back came in, they were put off for later not believe these had ever been further considered by his committee or its pre-decessors. He felt if they had not been picked up by one of the sponsors in Codasyl, and put into the appropriate form, then nothing would have happened.

Facts Hard to Find

At the same time, I found it extremely difficult to determine how matters con-cerning Cobol were proceeding. The cur-rent vice-chairman of PLC told me the process of getting a proposal accepted by PLC was akin to getting a case accepted by the Supreme Court. He was not exag-

council of Codasyl equally mysterious. In desperation 1 traveled from Washington to Atlanta with Jack Jones, chairman of the executive committee. I spent several hours with him but he himself was unable to find the minutes of the recent Execu-

he did send a couple of copies to me.)

A visit to the PLC archives produced single four-drawer filing cabinet in Washington, held by William Rinehuls of the U.S. Air Force. They were not comple and it appears much of the material being kept secret.

To find answers in this area an ordinary

Cobol practitioner would have to have the patience of Job, and the investigation bilities of Sherlock Holmes Something clearly had to be done. The

We made a few false starts. First we took much of the old documentation going back to 1962 and microfilmed it. This was sent out to centers across the country, but so far has not had effective

The fault may well be ours bec lack of administrative capability to co-ordinate the operation. However, it showed that centers were available, that documents could be made available, and it gave us an idea of what the costs would* be. (They were high.)

This experiment also showed, however, that merely having the documents did not fulfill our needs. Moreover, when we later tried taking a question and answering it by discussing the whole Cobol situation and suggesting where possibly useful documents might be, the readers' eyes

Again this was not surprising. The Cobol situation is anything but a simple one. It soon became clear that most practicing programmers would rather let things go on as they are, or simply abandon Cobol altogether, rather than try to fight their way through the thickets of Ansi, Codasyl, X314, etc.

In addition, in talking to some of the people who are expert in one or more people who are expert in one or must Cobol areas, we found them unwilling to consider the type of questions the Cobol programmers were asking. The experts were concentrating on specific areas and they wanted us to concentrate there also. They finally concluded that there were at least two different audiences to be essed, and both nudiences got tuoff if we gave them too much of the material appropriate to the other.

Segmented Information

This was the clue we needed. It seem not so much a question of providing full information, as of providing relevant information. It seems we must segment information into specific interest areas. The answer then seems to be to develop ways of answering questions publicly, but in the context of particular interests.

So the Cobol Coordinating Commitis introducing a series of periodicals to keep up with users' interests in Cobol. To start with we are publishing the 3Cs Question and Answer Journal

Questions that come in are answered at length - generally one or two pay each - and are not discussed similar within the confines of a particular at dard. Instead the answers deal with the

situation as it exists.
They take into account the problems of
maintaining the Cobol advantages - all of
them - and the lack of resources available in Codasyl. And they deal with
questions like "Why shouldn't Cobol be
stopped now?", as well as others, What
the Question and Answer Journal doesn't do is expect the questioner to start at-tending PLC meetings, or become a protocol expert.
The Question and Answer Journa

The Question and Answer Journal started in January, and is now coming out monthly. But the Question and Answer Journal does not handle everything. It does not, for instance, handle the specific proposals that are made either by the readers or by the Cobol Coordinative Committee itself. These proposals are committee itself.

In the case of the proposals made to the Cobol Coordinating Committee, the jour nal includes a review and recomm tion to the committee for action. The

Subscription Form for 3Cs Journals

To: The 3Os Research Departm 16 Bradford Road Framingham, Mass. 01701

Please supply subscriptions as follows:

 □ 3Cs Proposal Journal
 \$220.00, 12 issues

 □ 3Cs Technical Journal
 \$520.00, 12 issues

 □ 3Cs Correspondence Journal
 \$520.00, 12 issues

() Payment or purchase order enclosed ()Bill Me ()Send samples as indicated Name Address

_ Society Memberships _

After-completion please return to Alan Taylor, Taylor Reports, Computerworld, 797 Washington St., Newton, Mass. 02160.

review is done by the 3C Research Department which calls on whatever knowledge is available. The reviews are sent back to the person

who submits the proposal for his comments before the coordinating committee itself takes action, so that the proposals can be handled as quickly as possible at a

Technical Considerations

A third area of sufficient importance to merit a separate journal deals with tech-nical considerations. For instance, we have received considerable details on a decision-table compiler insert into Cobol

from Norway.

Other technical considerations car from the Cobol Compiler Symposium that Codasyl sponsored last year. These include the details and problems involved

in the debugging area, etc.

It is not known how many of thes technical developments there actually are They should be fairly specialized detailer suggestions which could later be worker up into proposals. The first issue of the Technical Journal will come out this

Then the Rag-Bag

The fourth (and last) of the 3C journals is a bit of a rag-bag. It is somewhat similar to the Share secretary's distribution that many readers are familiar with, and the

tions. The journal simply consists of statements made by various people which are of reasonable interest to the community, with additional background statements. It includes, for instance, the statement by the chairman of the Programming Languages Committee, that PLC, for fiscancial terrors, and other products are constituted in the programming communities. nancial reasons, can only supply a single copy of its mimeographed minutes. It includes the formal IBM claim that Ansi has delegated authority over Cobol

It includes the statements of ACM Presi dent Anthony Raiston, that ACM as a nuatter of policy, will not pay royalties on the printing of Cobol documents, even where it is making a substantial profit

All these items shed a certain amo light on the hackground of Codasyl, and we think some people may be interested in them. And so the fourth and last journal is the 3Cs Correspondence Journal

The present plan is to run these four journals for about a year, producing them and distributing them to anyone who wants them. The members of the Cobol Coonlinating Committee will act on ideas in the appropriate areas.

Between them they hold memb netween them they note memorship on most of the relevant industry groups, including Ansi, Ansi Committee X3, Codasyl, etc. If worthwhile proposals should appear that should be incorporated into the language we will cortainly deal with them. Frankly, that is one of the main functions of the committee.

Now the matter is up to you. If you are interested in the development of Cobol and in safeguarding the interests of cur-rent Cobol users, please consider subscrib-

ing to one or more of the journals with the order forms above. We would also like your opinions on whether each journal is a worthwhile operation before beginning the second

year of publication. So far, this seems to be the best way in which we can assist the Cobol operation and the Cobol user. It certainly is a new way. So let's give it a try.

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Letters to the Editor

Degree or Experience Needed For Membership in ACM

In the Feb. 14 issue, Alan Taylor listed the professional groups which support the Computer Foundation. In the table, the requirements for membership in the As-acciation for Computing Machinery (ACM) were shown incorrectly.

Any person who subscribes to the pur poses of ACM may join as an associat member. A person who has either a bachelors degree or the academic equiva-lent or four years' full-time experience in information processing may join as a full

The annual dues are \$35 for both and the only difference is that associate members do not vote in elections or on other membership available to full-time students at \$8 dues.

In addition, while there are no mandatory local dues, there are over 200 regular and student chapters which charge nominal dues. There are also subunits of ACM organized along specialized tech-nical lines which issue their own publications and generally charge nominal dues Jean E. Sammet ACM Vice-President

New York, N.Y.

Computerworld welcomes commenta from its readers. Preference will be given to letters of 150 words or less. Letters should be addressed to: Editor, Computerworld, 797 Washington St., Newton, Mass. 02160.

(Other letters on Page 12.)

Hammering Home a Point

Why Don't Salesmen Talk of the Application?

Special to Computerworld
My 88 cent bargain hammer broke. I set
out to buy a quality hammer — one like
the professionals use. My local builder's
supply company had a dozen different
models which I narrowed down to two:
one for \$2.39 and another for \$7.89.
Both the weet the same size, looked equivalent, and had about the same heft and belance, yet the price tags were quite

So I approached the department man-iger, an elderly gentleman who looked ike he really knew his onions — uh, hardware - showed him the two ham mers and asked the difference.

mers and asked the difference.

"This one is made in Japan. (So are some of the finest cameras, almost all our transistor radios, at least 50% of our hand calculators, some excellent compact auto-

es . . .) "The other hammer is made by Old Time Hardware. It's guaranteed."
"For how long?" I asked, in my caveat

emptorial tone.

"it's guaranteed. If it ever breaks, Old Time will replace it."
"Forever? Where is the guarantee?"

"Read the guarantee on that label on the bandle

the handle."

The "guarantee" on the handle was an admonition to wear safety glasses when using the hammer.

"That's not a guarantee; it's a safety

"Well, the other hammer is made in Japan. Everyone knows Old Time tools are the best conversation was obviously

pointless. I deposited both on the counter and left — hammerless. Before you conclude hardware salesmen

are a totaliy different lot, consider this: our current breed of business machine salesmen is little better equipped to sell complex data processing equipment than Business machine salesmen speak with eat authority of the mechanical features

of their various equipment but with a shameless lack of knowledge of how these

Viewpoint

The sales contest becomes a numbers same: this disk is bigger than that disk; or

our magnetic stripe contains more char-acters than their magnetic stripe. We have a core memory inside our terminals, and

a core memory inside our terminala, and the cheaper ones do not. Is it asking too much to expect the salesman of \$10,000 plus equipment to show how the machine will process the data in the client's business more effec-tively? What became of the "buyer bene-

tively? What became of the "buyer benefits" on which we used to be drilled in sales manuals and sales training lectures? The client is not an enginer. How can he tell which of three different disk sizes cassett tapes will be useful in his application? Maybe business machines are so simple or good salesmen are so hard to find that the major manufacturers don't bother teaching how to apply the equipment to the application.

Perhaps it's simply assumed that data processing is so well understood, that hearing the capabilities of any equipment is enough to appreciate its usefulness. I would like to relax and take refuge in that oversimplification, Unfortunately, I find the purveyors of even more complex terminal equipment suffer the same

Our company regularly purchases CRT terminals of which there are at least six excellent manufacturers, Yet each of the salesmen of our potential sources only speaks glowingly of the technical features of his device.

speed by the speed of the speed

men be capable of applying the unique features of their equipment to specific problems? Isn't that what salesmanship is? We think so.

Won't someone please sell me a hem

met? Jerrold Asher is marketing manager for Sierra Data Systems, Inc., Pasadena, Calif.

Letters to the Editor

CDP Exam Not a Standard With 17 Questions on Cobol After taking the CDP exam last month, I must say I was very disappointed with the software and programming section. Out of 60 questions in this section, 17 questions were directly related to Cobol.

I have read numerous articles regarding the CDP cam which make statements to the effect that this exam is simed at the industry in general and should be established as a standard for the industry. It is beyond reason that a "standard" for the industry should emphasize so have been commuter language used by the standard of the industry should emphasize so have been commuter language used by

heavily one computer language used by one segment of the industry. There were no other direct questions regarding any other procedure-oriented language in the software section or any other section of the exam

the exam.

If the DPMA cannot develop 60 basic software questions without reference to a procedure-oriented language, I would be most happy to supply them with questions that are basic to computer programming regardless of the language used.

If the intent of the DPMA is to make

If the intent of the DPMA is to make the CDP exam a standard, then direct references to tools used by only a seg-ment of the industry must be removed. If the intent is to orient the exam toward one segment of the industry then this should be stated and the exam has met it:

Houston, Texas

AEDS Support Was There! I enjoyed the Alan Taylor column in the Feb. 14 issue. I am sorry, however, that his ears were not quite as sharp as they should have been at the initial meeting to discuss the organization of the Computer

I am referring in particular to the boxed column in which he listed the profes-sional societies which have expressed support for the Computer Foundation. He did not mention the Association for Edu-cational Data Systems which was represented at that meeting by myself and Paul

AEDS currently has about 1,200 members and has been in existence since 1962.

I should also mention that our annual convention will be held April 16-19 at the Marriott Hotel in New Orleans. Our dues are \$20, and our headquarters are at 1201 Sixteenth St. N.W., Washington, D.C. 20036

Bruce K. Alcorn President-Elect



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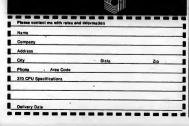
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Computerworld's French market Computer Caravan is a French show. Because it's being co-sponsored by the leading French Computer publications, Zero-Un Informatique. With the leadership of Zero-Un's widely respected monthly magazine and weekly newspaper. French market computer users will know they're getting an Exposition that is uniquely theirs. We'll be conducting The Caravan in local hotels, and orienting the user Forums to accommodate the needs of French market users.

This combination of French control, French publicity and user-orientation will draw thousands of important EDP buying influences as we travel to six cities in 2 countries. And these people are part of one of the most rapidly growing computer markets in the world. Here are some of the figures, according to a recent survey by International Data Corporation:

Overall 1971 EDP Expenditures \$1.48 billion Projected increase for 1972 8.1% (1.6 billion) Projected increase for 1973 14.5% (1.83 billion)

Submarket projections:

Data Entry equipment (especially key-to-tape, keyto-disc) is projected for a 28% increase in 1973.

Data Communications Terminals and Control Equipment expenditures are expected to go up 40% in 1973 to a total over \$27 million. Independent Peripheral Equipment expenditures

are expected to increase markedly in 1973, partially as a result of newly expanded marketing operations. If you're marketing in Europe - or if you want to be

"La Caravane" is a sales tool you shouldn't pass up. If you'd like the details, just send in the coupon or call Neal Wilder at (617) 332-5606.

French Market Caravan Schedule Paris May 2-4 Hotel PLM Saint Jacques Bordeaux Palais Des Expositions May 7-9 May 15-17 Marseille Palais Des Congres May 22-24 Lyon Palais Des Congres

Palais Des Expositions

May 28-30 Strasbourg Brussels lune 5.7 Palais Rogier Package Price: \$9000



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COMPUTERWORLD	
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☐ French Market Caravan ☐ English Market Caravan ☐ German Market Caravan	(May 2-June 7) (Sept. 4-Oct. 18, 7 cities (Oct. 30-Nov. 30, 5 cities
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	☐ French Market Caravan

March 14,1973 SOFTWARE SERVICES

Random Notes

Government Users Group Plans California Meeting

MONTEREY, Calif. - Open to DP staffa at all levels of government, the Computer Performance Evaluation Users up (CPEUG) is holding its spring meeting next week at the Naval Post-graduate School here to encourage atndance by people from west coast facil-es, according to CPEUG chairman John A. Blue of the Navy's ADP Equipment

-registration is not required, Blue noted, and the meeting starts Tuesday, March 20, and will run through noon on Friday, March 23.

PDP-11 Users Gain New 'Bias'

Cross-Assembler, and . . TARZANA, Calif. - A cross-assemble that can utilize various large-scale CPUs - including IBM 360/370, Bur-roughs B6700, or Univac 1100 - to proect programs for DEC PDP-11/20

or 11/45 minicomp from Compata Inc. sicomputers, is now available Written in Fortran, the package can be delivered in one week for \$1,500. Given four to six weeks. Compata said it can adapt Bias to produce object code for

other target machines, for an average cost of \$7,000 to \$10,000. Compata is at 18345 Ventura Blvd., 91356. . . 'Mimic' Device Simulation

WALTHAM, Mass. - Device simulation for DEC PDP-11 users, a new assembler for Data General Nova users and imved debugging facilities for most of the popular minis are among the enhance-ments in the Mimic system of program-ming aids available on the First Data

Corp. time-sharing service. Assembly, loading and testing support for GRI-909 and -99 minis has also been added to the Mimic system veloped by Applied Data Research. In developed by Applied Data Research, in addition to those aids, a machine lan-guage assembler is available for the Honeywell H316/516 family of minis, First Data noted from 400 Totten Pond

Univac Adapts 'Ices' for 1100s

BLUE BELL, Pa. - The Integrated Civil Engineering System (Ices) and two subsystems - Structural Design Language (Strudl II) and a file storage facility (Table I) - will be available for Univac 1100 users operating in batch, remote batch or time-sharing mode under Exec 8,

The new software from Univac will in the user to state his input in familiar terms, and an engineering programming language (Icetran) to supp dynamic array capabilities in the su es that actually perform the engineer ing operations.

Ex-ACM Head Claims

'Extensibles' **Resolve Language Gaps**

COLUMBUS, Ohio - Users languages, Prof. Bernard A. Galler of the University of Michigan told the recent Computer Science Conference here, and are very few reasons why the ven-shouldn't be willing to accommodate the users in this area, just as they are nov making microprogramming more readily available.

extensible languages (ELs) allow a user to define new functions as he needs them, without necessarily affecting the basic compiler. With this capability, programmers can express logic appropriate to the application, rather than express logic apapplication, rather than express logic ap-propriate to an otherwise arbitrary lan-guage, the former president of the As-sociation for Computing Machinery (ACM) noted.

"It's always greener in some anguage," he mused, adding that the definition facility is useful to both novice and professional programmer. The latter is able to make small personal changes in the language so it is more comfortable for him; the other can build library "pack-ages" of extensions to ease the work required by the average programm

Defining extensions is "something any intelligent programmer can do," Galler said, but noted he wasn't advocating a mass confusion of many personalized lan-guage processors. The best EL should be rich enough so that most users would never have to extend it, "as long as they have the possibility if they need it In effect, he added, ELs allow available languages to grow "in a graceful way" without some committee meeting some-

they can be extended, they shouldn't be confused, he cautioned, with Cobol short-hands and other abbreviation schemes

hands and other abbreviation senemes which don't actually change a language, or with "compiler-compilers" which change a language for all users – not just the one redefining the function.

The personal convenience of working with a language that does what the user really wants it to do can be translated directly into greater productivity, he said and that should be reason enough for any ger to advocate the use of ELs. Beyond that, however, programs written inder ELs have been found to be easier for maintenance programmers to read, since they are problem- rather than DP since they are proprocedure-oriented, Galler added,

Optimize Program At a deeper level, Galler noted that the object code changes made possible program itself, in terms of accuracy or efficiency, or to monitor the performance of the program without requiring a

of the program without requiring a special monitoring package.

ELs have been around since the days of MAD on the 7090 in the early 1960s, he had not been seen to be a special monitoring the sharply in the past few years. Not long ago, he said, each was interested in his own "beautiful little language." Now here year strugging with defining the real problems of language design and the harder problems of control structures.

In any case, ELs are better accepted than they were and they can be ex-tremely effective tools. Vendors are still wary elective tools. Vendors are still wary of problems they may encounter trying to maintain ELs at user sites, Galter said, but they should also see ELs as a way toward simpler standard languages that the user can customize on his own.

Accounting Standards Enforced Through 'Editor' JCL Checking

LYONS, III. - DOS/360 installation managers can enforce their system acto the system for execution, through the Job Control Statement Editor program

The Editor works in the Job Accounting (JA) interface pro-vided by DOS Release 25 and later re-leases, but is tailored to user-specified leases, but is failored to user-specified needs which may extend beyond the in-formation saved or used by the JA inter-face. In effect, the Editor prevents non-standard jobs from entering the job

The Editor checks every Job and Exe card for information defined as required by the user's standards. Parameters be-yond those normally needed by JCL could be used, General Electronics suggested, to identify the processing cycle for each job, or its status in terms of test,

Explains Reruns

Reruns may include an additional code explaining why the job had to be done over. In any case, if the cards do not meet the standards, the Editor will, at a user

option, issue a warning message, cancel the job or both. The package requires no change in the IBM-supplied operating system or in the JA interface coding, the company said, and the use of the Editor can be stopped whenever the user is satisfied that the

whenever the user is satisfied that the JCL cards are both accurate and set up according to the desired standards. General Electronics handles the initial tailoring of the Editor to the user's speci-fications. This forces the user to define his standards before he orders the pack-age and it insures that the program is tailored properly, at least the first time,

the firm noted Once tailored, the package is delivered in object form. If the trial use is satisfactory, the user pays a one-time charge of \$200 and the vendor sends the source

code so the user can make any further modifications he wishes. The company can be reached through P.O. Box 79, 60534.

`Pacer' Allows CICS Adjustment

HACKENSACK, N.J. – The Program Activity Configurator (Pacer) module from On-Linc Software Inc. permits IBM CICS system adjustments to be made on a demand basis without taking the system or the programs off-line.

where to hammer out a revised standard.

Pacer allows either OS or DOS users to reroute transactions to a substitute pro-gram when an executing program develops problems, It permits on-line modifi-cation of program control parameters, including both task priority and task security

of a CICS application can be carried on the system concurrently, for testing or backup. Processing can be shifted back to a proven version of a program, for cxuse of a revised version fails.

Pacer is accessed through a conventional CICS terminal entry, On-Line said. Re-

the program that is to process the trans-actions, and the transaction code for each

input being shifted. Program characteristics can be altered by supplying the new security level of the module and the desired dispatching priority of the defined task. Pacer responds by typing out verifying information.

The response also lists other actions triggered by the request, but not specifi-cally cited in the request. When transactions are rerouted, for example, the old program is shown as deleted. Both old and new conditions are listed when priority or security changes are made.

Pacer can be installed in any DOS/CICS version 1.0 or 1.1, or OS/CICS version 2.0 or 2.2 configuration. The package is available for \$500 from 411 Hackensack

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Two Firms Install 'Public Remote Batch Facilities

Of the CW Staff
"Public" terminal facilities run by third parties allow qualified users to have high-speed I/O linkage to a choice of remotecomputing networks, and may ultimately de an alternative to users maintainneed to supplement the slo

Some network vendors have already speed and limited output capabilities of terminals often found at user sites. They have set up remote batch stations in major cities to which users can direct output too bulky for their own interactive terminals.

Now, two separate independent com anies - Advanced Terminal Annliestions (ATA), New York, and RJE Data Process ing Inc., Chicago - have installed their own remote batch equipment and made it available to users with valid user numbers

for remote-computing networks. Since users from several networks will be underwriting the cost of the one re-mote station, the costs of the extended

were limited to users from a single net-work. That, at least, is the concept.

work. I nat, at least, is the concept.

Both ATA and RJE Data Processing are
basing their services on Mohawk Data
Sciences Model 2400 intelligent terminals, but the companies clearly differ
in the amount of service they feel the

are wants or needs.

ATA sees its primary role as a receiving point for long print runs and punched card output from application programs initiated at the user's own terminal. If the user wishes, ATA even arranges delivery of the output after it has been received on the MDS 2400.

User Work Space

By contrast, the Chicago office of RJE Data Processing includes work space so that users can run jobs and develop pro-grams directly on or through the Mohawk equipment. Subscribers are provided of-fices specifically for their use, but even the more casual non-subscribing user will have desk space, the company said.

Each of the Mohawk systems can be used as a stand-alone CPU for simple jobs, in addition to serving as a terminal to a

in addition to serving as a terminal to a remote-computing network. ATA's con-figuration is large enough to handle a five-tape sort; RJE Data Processing's in-cludes both a 7-channel and a 9-channel

Users pay the remote-computing net-works directly for any resources they access through the new centers, and pay ATA or RJE Data Processing separately

initiation fee of \$50 and an as-used charge of \$24/terminal hour, subject to a \$10 "ner session" minimum.

\$10 "per session" minimum.
Ata is at 437 Madison Ave., New York,
N.Y. 10022.

N.Y. 10022.

RJE Data Processing subscribers pay \$100/mo plus an average of \$3 or \$4/job, depending on the amount and type of output generated. This firm is located at 4738 W. Peterson Ave., Chicago, Ill. 60646.

'Relo-Plus' Supports 360/370 DOS

DANBURY, Conn. - Maintenar DANBURY, Conn. – Maintenance of a core image library of self-relocatable programs for DOS 360/370 users is easier and less core consuming with Relo-Plus than with earlier packages that performed the same basic function, according to the developer, Universal Software Inc

As with all self-relocation packages, Relo-Plus allows the user to catalog one

copy of an application program for execution in any partition that is available. Under standard DOS, the user has to catalog and maintain: a copy of the program for each partition in which it might

Relocation with the Universal support is provided through the addition of a single control card when the user's program is being cataloged.

Relo-Plus supports either single or mul-Relo-Plus supports either single or mu-tiphased programs and provides an im-proved fetching method, to get the pro-grams into core faster. The new approach is said to reduce the number of directory seeks and to allow the reading of multiple program blocks in a single disk revolu

Universal sees self-relocation as a useful facility in its own right, but also as a complementary enhancement to the Spooling of slow-speed I/O provided by Universal's Asap. Therefore the company offers Relo-Plus as a stand-alone package for \$2,000 or \$150/mo, or as an extra-cost option with DOS Asap for \$950. Universal Software is at Commerce

In One Pass, Cars 2 Surveys Many Files, Produces 11 Reports

EAST ORANGE, N.J. - Users can generate as many as I I reports from multiple files, with a single pass of the enhanced Cars 2 Audit Reporter package from Computer Audit Systems Inc.

Intended as an examination system for intended as an examination system for financial data files, the software permits three heading and two detail line formats per report with a free format to the heading and detail information for each. The system also supports flexible output editing, (which may be a report or a new magnetic tape), totaling of selected fields

and user-controlled report sequencing.

The package can be used to extract information from a file or simply to survey the data contained in the file but yes the data contained in the life.

Users may specify as many as 25 criteria

per pass for either extraction or survey
ing, and internal control records can be by passed as long as they can be recog-nized, a company spokesman said. The Cars 2 Audit Reporter includes the

previously available facility for the statis-tical sampling of records based on ran-dom selection.

While the package includes a broad range of possible audit routines, it is nonetheless efficient, the company explained, since only selected procedures are retained in the load-and-go programs created by the system. Since the para-meters can be changed with each use, auditors are able to test files several ways in rapid succession, thereby assuring the integrity of the data, the spokesman

Written in ANS Cobol, the new Cars 2 can be used on most third generation CPUs with at least 64K bytes of storage. The system costs \$10,500 plus training and installation support. These costs may be modified somewhat in light of user experience with other audit retrieval systems, the company added.

Computer Audit Systems is at 725 Paris

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Dennis G. Sisco - Marketing Manager

Page 17 COMMUNICATIONS

Data Briefs

Tektronix Questions Users On Plan for Graphics Group

BEAVERTON, Ore. - Tektronix Inc. is circulating a questionnaire to users of its graphics display terminals to determine the need for a user group.

the need for a user group.

The group would provide "a central point of exchange of information among users." The questionnaire asks users to list the equipment they are using together with their applications and programming languages now being utilized.

Information is available from In A. Meads, cochairman of the users' group committee, Box 500, 97005.

Singer Adds Stand-Alone Modern

SAN LEANDRO, Calif. – The Singer Co. has a stand-alone modem for its System Ten and 4310 data terminal. The 2024 modem operates over 2- and 4-wire dedicated or dial-up lines and is compatible with the Bell 2014 and 2018 data

The Singer modem can transmit at lectable rates ranging from 1,000 to 2,400 bit/sec. A front panel indicator displays carrier status, and the device includes local and remote loop-back

The modem costs \$1,600 or \$60/mo on a one-year lease. Delivery is 60 days from 2350 Washington Ave., 94577.

Telenet Plans Data System

WALTHAM, Mass. - Telenet Comwaltham, Mass.—Ielenet Com-munications Corp., a subsidiary of Bolt, Beranek and Newman, Inc., is planning to operate a "multipurpose packet-switching network" for data communications users. In a letter to the FCC. Telenet said it intends to file an application similar to that already filed by Packet Communica-tions Inc., "as soon as supporting material

tions Inc., "as soon as supporting material is completed."

Telenet and BBN are developing packet-switching equipment to operate with satellites and higher-capacity digital facilities, the letter said. The firm is at Wyman St., 02154.

Unit Tests Distortion

CHERRY HILL, N.J. - Computest
Corp. has a portable distortion analyzer
for testing synchronous and asynchronous data lines.
The Model DA-541 uses an LED distortion by

The Model DA-541 uses an LED display to record the percentage of distortion. In addition, the unit can determine the type and cause of distortion including bias, end, characteristic and speed.

end, enaracteristic and speed.
The tester operates at 12 data speeds ranging from 45.5- to 4.800 bit/sec. The DA-541 operates from batteries or ac power and accepts 5- through 8-level start/stop codes. It is priced at \$825 from the firm at Three Computer Drive,

Canada to Beain All-Digital Dataroute

OTTAWA, Canada – An end-to-end digital communications service called Dataroute will begin operations in 11 Canadian cities in April. Providing full-duplex private-line serial transmissions in a broad range of synchronous and asynchronous speeds,

synchronous and asynchronous speeds, the Dataroute service will be expressly designed to meet the needs of computer/communications users. Described as the "first nationwide digital data system," the Dataroute service will provide cost savings up to 99% compared with present analog faeithtes, secording to the Computer Communications Group of the Trans-Canada Telephone System (TCTS). Dataroute service areas scheduled to

Canada Telephone System (TCTS).

Dataroute service areas scheduled to
begin operation on April 15 include
Vancouver, Calgary, Regina, Winnipeg,
Toronto, Ottswa, Montreal, Quebec
City, Halifax, Moncton and St. John,
N.B. By the end of the year the network will be expanded to 23 eities, a

spokesman said.

For sobscribers not directly in one of the initial service areas, dial-up access

mm pe avauable. Included in the Data-rouse service offerings are point-to-point private-line facilities operaing from 110- to 50 kblt/ssc; and multi-point private line from 110- to 19.2 kbit/ssc.

kbit/sec.

The Dataroute service will be provided on an end-to-end turnkey basis
including all interface equipment required up to the user's CPU and/or
terminal interface.

The greated cost awings will be realized by low-speed subscribers such as the subscribers in the subscriber in the s

cover the business day from 8 a.m. to 5 p.m.; for night-time service; and for

5 p.m.; for night-time service; and for 24-hour usage.

Much of the equipment being used for the Dataroute service is being pro-vided by Computer Transmission Corp. and is also available to U.S. data

users.
Two types of interface will be provided depending on the subscriber's
data speed. The Directran-will interface with sites operating at asynchronous apeeds up to 2,400 bit/sec.
The Interfara will be used for synchronous transmissions up to 50 khit/

sec. For network multiplexing and awitching operations, Multitran units will be used and Synchtran devices will provide Datatroute master clocking, a synchronous hierarchy and diagnostic alarm information for TCTS.

atarm information for FCTS.

Rates for the Dataroute have been filed with appropriate Canadian regulatory bodies, and approval is expected in time to meet the April start-up date, according to a TCTS apokesman.

For Man-CPU Dialogue Terminal Interface Called Inefficient

By Ronald A. Frank of othe CW side!

NEWTON, Mass. – For most types of computers users, "remarkably little has been done to provide an efficient mamachine interface. The user must be protected from the overwhelming mass of data that a CPU can generate while at the same time being able to effectively comsame time being able to effectively com municate with the system."

These are the types of problems addressed in a book by James Martin called Design of Man-Computer Dialogues.

Up to now mainframe systems have

primarily on the capabilities of the CPU. But now they will have to be designed from the outside in, according to Martin. The ease with which the terminal user can communicate with the system will

determine how well he can utilize the system. And the "dialogue" that takes place between the user and his terminal should take into account the shortcomings of both the man and the machine, the author says.

In a section on terminal keyboards, the author contrasts the IBM 3670 stock-broker terminal, which has 178 dedicated function keys, with more free-form devices such as those which have PL/I or Fortran keyboards.

Careful attention should be given to the amount of data displayed at one time to the operator, Martin thinks. Some programmers have a tendency to fill display screen simply because it is there But most alphanumeric dialogues be-tween the terminal and the operator pro-

left-justified. And short line lengths usually contribute to faster "absorption

of the displayed data The potential or existing terminal user may find parts of the book frustrating because Martin calls attention to some

ceed faster if the amount of information on the serven is minimized.

There should be cose (also per display for example, the compruter response for example, the control of the

a way to talk to the computer, Martin will make users consider trade-offs that or air oeyond the simple hardware con-straints of the equipment. The book is available from Prentice-Hall, Englewood Cliffs, N.J. go far beyond the simple hardware con

Most Communication Parameters Monitored by CLA-3000 Analyzer

ROCKVILLE, Md. - Penril Data Communications, Inc. has introduced a port-able communications line analyzer that is said to save users up to \$15,000 com-pared with comparable test equipment.

Called the CLA-3000, the line analyzer can measure important parameters of a voice-grade line including envelope delay distortion, amplitude response, harmonic and intermodulation distortion, phase jitter, gain and phase hits, impulse noise hits, frequency monitoring and error rates.

ponder located at a remote site. This allows a line to be analyzed without requiring a test instrument at both ends, the spokesman said.

The tester gives data users the same line analysis capabilities as Bell System engineers, the company said. Some functions such as harmonic and intermodulation distortion, cannot currently be checked the CLA-3000 costs \$9,300 and a transponder for operation with a remote site would cost about \$4,000. Comparable would cost about \$4,000. Comparable test equipment if purchased separately would cost up to \$15,000, the company said. Penril is at 5520 Randolph Road, 20852.

Although a technically skilled operator is required to interpret the test readings, the CLA-3000 can function with a trans-



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Digital Links Best

WU Minimizes User-Caused Harm

WASHINGTON, D.C. - There have been no instances of harm to the Western Union communications network during 1972 which were attributable to customer-provided equipment. This status report on possible harm arising from the interconnection of non-carrier equipment was contained in a letter

ment was contained in a letter from Western Union to the FCC. On digital links, the Western

On digital links, the western Union transmission network is "rarely susceptible to harm from overload," the letter said. On analog links, "almost all cus-tomers" have transmission inter-face equipment designed to eliminate harm from cus-

tomer-owned equipment.

Western Union is working with
terminal suppliers to make it
possible for the customer to own

CRT Driver Can Operate With TV Sets

WILLOW GROVE, Pa. - Digi-Log Systems, Inc. has a portable desk-top CRT driver that is compatible with Model 33 TTYs. Called the Model 209, Telecomputer, the terminal can be acoustically coupled or hard-wired. It has a display format of 640 characters, and can operate in half- or full-duplex modes at 110- and 300 bit/sec.

The Model 209 operates with any TV set or video monitor by clipping onto the antenna termi-nals at the back of the set. A single Model 209 is said to pro-duce "high-resolution" displays

on up to 10 displays.

The Model 209 uses a 64-character Ascii set and the keyboard is similar to the Model 33 TTY with additional control keys. Cursor controls, a local/remote switch, scroll and page modes

are included.

The standard model includes either TTY current loop or RS either TIY current loop or RS 232 interface. Available options include "Here Is" coding, batch transmit capability, 16-key pad, and 9-in. or 12-in. video

The unit costs \$1,295 or \$15/mo. Delivery is about 30 days from Digi-Log at 666 Davis-ville Road, 19090.

or lease all of the equipment except for a "demarcation ter-minal block," the letter said. The non-carrier equipment would interface with WU lines at the terminal block.

"There will inevitably be cases where . . . higher than normal where ... nigner than normal signal levels or extraneous volt-ages" appear on WU lines, the letter from R.H. McConnell, ex-ecutive vice-president, said. On digital services this is not expected to cause harm to the network since "regenerating equipment in the first central

"If any isolated instances should be found where a cusshould be found where a cus-tomer's practices are repeatedly causing" a harmful condition, WU will visit the site and explain the situation to the user. But it should rarely happen that a user

snound rarety nappen that a user will persist in causing problems, the letter said.

On lines which WU leases from Bell, telephone company protec-tion standards will apply. But at present 40% of WU's network is non-Bell.

Converter Handles Data Codes

SANTA CLARA, Calif. — Data communications systems in-corporating equipment with different code formats, levels or bit rates can now operate with on-line compatibility using the Model 702 Universal Code Converter from Plantronics, Inc.

Model 702 Universal Code Converter from Finantonics, Inc. The Model 702 decretorically convertes any Aciel, Basdot or The Model 702 decretorically convertes any Aciel, Basdot or Language and Converted and Converted as a Score of the Converted as a Score

To prevent loss of characters due to code conversion and speed differentials, internal MOS storage can be provided in the Model 702 with a capacity up to 10,000 characters. Additional electronic storage can be added externally. The Model 702 costs \$1,545 with 30-day delivery from 385 Reed St., 95030.

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This is the sensible option to IBM 3330 you knew would come from Mohawk Data Sciences.

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But there's also greater speed built in for greater throughput with the new MDS 8830/8330 disk subsystem.

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much as 10%. With single spindle configuration of 100 million bytes each, you can buy exactly what you need all the way up to 1.6 billion bytes. This new one expands the Mohawk Data Sciences lineup of plug-compatible disk systems to four. So how many bytes do you need? We've got you covered from 7.2 million to 1.6 billion bytes. And we've got your tape transport and printer needs overed, too.

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The Peripheral Power

Page 21 SYSTEMS PERIPHERALS

Bits & Pieces

CDC Unveils Plug-to-Plug Replacement for IBM 3330s

MINNEAPOLIS - Control Data Corp.
has announced the CDC 33301 Multiple
Disk Memory System - a plug-interchangeable replacement for the IBM 3330

Disk Subsystem.
Designed for use, with the IBM 370
Series computers and with Model 85 and
larger units within the 360 Series, the
33301 replaces the IBM 3830/3330 Disk

The CDC subsystem attaches to the IBM aninframe's block multiplexer channel, mainframe's block multiplexer channel, and uses either CDC 879 or IBM 3336 disk packs.

The CDC system provides 100M to 800M bytes of high-speed, random-access, on-line storage through the use of a con-trol unit and one to eight disk storage

A Control Data 38301 System Con-troller with from one to eight drives leases for \$2.650 to \$5.650/mo on a

Purchase price of these systems ranges from \$106,000 to \$238,000 without maintenance, for first delivery in June

Across the entire line, these prices aver-age about 20% lower than IBM prices for comparable subsystems, a CDC spokes-

man said Speeding Up the D-116 Mini

FAIRFIELD, N.J. - Digital Computer Controls, Inc. has a faster version of its

Controls, inc. nae a jase.

D-116 minicomputer.

The D-116H has a full cycle time of 960
nsec - 20% faster than the standard
D-116 - and has a storage capacity of

32K 16-bit words of core memory.
Prices for the D-116H begin at \$4,000 with 4K memory, central processor, pro-grammer console and external I/O con-nector, from 12 Industrial Road, 07006.

Optical Reader 'Similar' to Copier

PARAMUS, N.J. - Creative Logic Corp. has introduced the Laser Vision Series 3200 Optical Page Reader.
The LV-3200, which uses a laser beam,

prism system and a type-written font, can read speeds above 3200 char./sec. Similar in operation and size to a free-Similar in operation and size to a rec-standing office copying machine, the vacuum transport accepts paper sizes from 3 in. by 5 in. up to 9 in. by 11 in. A standard 8-1/2 in. by 11 in. page can be transported, read and processed in six

Output devices for the unit include 7- or 9-track computer-compatible magnetic tape, punched cards, punched paper tape and medium- or high-speed communica-

Priced at approximately \$12,000 (scanner only), the LV-3200 is available from 80 E. Ridgewood Ave., 07652.

Testing--Part II

Disk Performance Improved by 5 Tests

and Dr. John C. Scott

An understanding of the causes of po-tential disk errors enables the user to respond more intelligently when troubles

Many errors in writing data onto or reading data from magnetic disks result from protrusions or scratches on the

disk's magnetic coating.

After the aluminum substrates have with a thin film of magnetic material to give the disk its information storage

capability. The process is subject to aggregation of the oxide particles and formation of bubbles in the coating as it is setting. The possibility of nonuniformity of coating in

possibility of nonuniformity of coating in the application process also arises. A finished disk may contain micro-scopic surface protrusions which can in-terfere with the ability of the recording

head to fly. To minimize this risk, prior to sale the disk is spun at a speed less than its littended operating speed with a special burnishing head over the surface, at about one half the height of the normal read/

write heads After burnishing, the height of any sur-face defects has been reduced to one-half the flying height of standard heads enough to prevent damage to the read/ write heads, but not enough to prevent

The disk after burnishing is ready for testing of magnetic recording perform-

extra bit; missing bit; amplitude modula-tion; resolution; and overwrite modula-

When a constant dc write current is passed through the coils of the head, a

passed unfough the coils of the head, a uniform flux is generated. If the magnetic medium of the disk has been laid down uniformly, the medium will be mag-netized uniformly in one direction.

Disks: Nothing But the Truth

On reading back there will be no in duced voltage through the head, since the head only senses changes in flux.

However, where the coating has not seen laid down uniformly and regions of ocen and down uniformly and regions of differing magnetization exist, the read-back induces signals. The size and width of these extra pulses are directly related to the dimensions of the magnetic de-

Where voids, scratches and pinholes oc-cur in the magnetic medium, there will be a flux change

At the edges of any such hole, it is possible that extra bits exist. If the hole is large, the signal amplitude of any mag-netic transition scheduled for that region of the disk is zero and the information is to x% of its expected amplitude. If x is less than the accepted limit of the read

This phenomenon is the basis of the missing bit test. Any pulse less than x% is noted as a missing pulse with the value of x selected on the basis of performance

Amplitude Modulation Test

specification and yield criteria

As recorded data goes through the various permutations of the encoding method (e.g., I to 0 to 1 to 0 to 1), the amplitude of the read-back signal varies locally because of the differing separation etween the magnetic transition

Coating uniformity is controlled by per-forming a modulation lest on the play-back signal. The signal is passed through back signal. The signal is pessed to low-level filters, and the level of modulow-level filters, and the level of modulow-level filters.

Resolution Tes

Flux changes in a magnetic head cause corresponding flux changes in the mag-netic medium passed under the head. The transitional region between is ideally shown as a line

In reality, it has a finite width, depen-dent on the amplitude and phase of the applied head field, the magnetic medium formulation and thickness, and the writing frequency.

As the head moves over the disk, the ratio between amplitudes read back from signals written at frequency IF and those written at 2F will vary

If this ratio variation becomes excessi undue peak shift occurs and information is improperly decoded. Consequently it is important to measure this ratio with a

Overwrite Modulation Test

The transition region between data cells is a zone of unsaturated magnetization ounded by two regions of saturated magnetization.

Since the transition regions are diff ing widths for 1F and 2F, when a 1F signal is overwritten by a 2F signal, it is possible that some of the unsaturated regions for both frequencies coincide.

In this situation the overwritten signal does not completely obliterate the information beneath it.

The effect for a particular read/disk combination can be measured by observing the modulation of a IF signal which

as been overwritten with a 2F signal.

These fives tests combined with a n surement of the average amplitude for each test track result in a complete quan-titative and qualitative analysis of a disk

Alan Stoughton and Dr. John Scott are mployees of Computest in Cherry Hill,

PDP-11 Users Reap 2 Offerings— Interface Kit and 16K-Bit ROMs

in two separate offerings, PDP-11 users can use a do-it-yourself kit from DEC to attach non-DEC-supplied peripherals and can add 16K-bit read-only memories from Integrated Memories Inc.
The do-it-yourself interface kit allows

on-DEC peripherals, production control nits and laboratory control instruments to be plugged directly to the processor via Each of the three kits includes a pre-

wired backplane unit that accommodates from six to 18 standard logic modules which are configured by the user for his ation, a spokesman s particular application, a spokesman said.

The Deckit11-H package can read four 16-bit data words from a peripheral device into any PDP-11 processor, and write four 16-bit words or eight 8-bit tes to a peripheral device. It is priced om \$1,165 (exclusive of cabling and

The Deckit 11-F reads three 16-bit words while writing one word. It is priced from \$750 (exclusive of cabling and The Deckit I I-K is designed for reading

eight 16-bit words from a peripheral with no words written and is priced from \$695 (exclusive of cabling and Unibus connectors).

Add.On POM

The field-alterable Capacitive Read-Only Memory (Crom) System Model 1002G from Integrated Memories is pin-to-pin compatible with the DEC PDP-11. The system can also be interfaced and packaged for other minicomputers, the firm said.

The system on a pc board costs about So00 per unit. The full 256 x 16 Crom system uses one card slot in the PDP-11. Larger capacity systems with up to 16,000 bits could be accommodated on the same pc board, the firm noted

The system has a MTBF calculated at greater than 200,000 hours. The firm is at 260 Fordham Road, Wilmington, Mass.

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Day 2 - Communications - Including Dete Transmission (dial-up and leased lines/broedband) and Equipment Selection (communications processors and control equipment).

Day3-Installation Management-Including Personnel recruitment and treining, Programming management and independent peripherals (in-

OPEN SESSIONS

Each afternoon feetures a new, open session for ell those who wish to ettend. A different subject will be opened up each day at 2:30 for discussion

Day 1 - Data Communications Plenning Dey 2-Software Evaluation Penel Day 3-Smell Systems Panel

PANELISTS

Next stop: Houston. And here are some of the panelists who will be there: Gerry Hammer, Getty Oil; Robert Balough, J. Weingarten; C.M. Metcalf, Bank of the Southwest; Phill Rossiter, Faxas Commerce Bank; Joe Hopkins, Gulf State Utilities.

Send in your reservation form now, and your space at the 1973 Computer Users' Forums will





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Caravan/73

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Mining/Construction/Oil & Refin.

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Management
03 Data Processing Professional Staff
04 Consultan

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Municipal Auditorium [Forums & Expos
Much Ebach [Hotel Rooms]
Conrad Hilton Hotel
Convention Center [Forums & Expositio
Sheration Cleveland [Hotel Rooms)

3. Check the day(s) you will attend the Forums.

Day I = Data Entry = 9 am -2:30 pm Day 2 = Data Communications = 9 am -2:30 pm Day 3 = Installation Management = 9 am -2:30 pm NOTE: Aftermoon Sessions are open to all = free of charge

4. Your enclosed check will cover all worksh luncheon, Forum admission and admission to the Exposition Hall [make checks payable to "The Computer Caravan"]

☐ One Day=\$25.00 ☐ Two Days=\$50.00 ☐ Three Days=\$75.00

All Tickets will be held in your name at the door Exposition only teckets (no forums or luncheon) are \$5.00 and should be purchas at the door (ticket good for all three days).

Frani Blackler Computer Users' Forum 797 Washington Street Newton, Mass, 02160

For additional registrations, copy this form - or write for extra copies

IBM Opts for Temporary Power System **Backup for Data Processing Division**

choosing a backup power system for its internal Data Processing Division, IBM opted to install a temporary power system.

The system is designed to allow an orderly shutdown through the use of batteries as opposed to attempting to keep the system going for a prolonged period of time with backup power supplied by generators, according to a spokesman for C&D Batteries. IBM's prime consideration, ac-cording to the spokesman, is the protection of a data base that receives an average of 600,000

The Problems of Power

inquiries daily from about 350 IBM locations - including branch offices, manufacturing plants and education centers

The need to protect this data base from damage through tran-sient disturbances and short-term power outages led the firm to install a battery-powered UPS system that could handle prob-lems up to 30 minutes in duration

In the event of changing requirements, however, space pro-visions were made for possible installation of generators in the facility, the spokesman added

Batteries Fill Gap The current system, designed by GE in conjunction with IBM engineers, is shown in Chart I.

2 System/360 Model 85s 4 System/360 Model 65s 1 System/360 Model 30

58 2314 disk storage units 17 2841/2303 drum storage units 110 tape drives 20 printers

40 modems and data sets

Chart 2. Equipment Supported by Battery UPS System at IBM's Data Processing Division

1,250 kVA at 0.8 pF for approximately 30 minute 3 - rectifiers - 500 kW Input - 480 V - ac - 750A 3ph 60Hz Output - 390 V - dc - 1,280 A 6 - solid-state inverters - 250 kVA Componen Input - 320 to 420 V - dc Output - 208 - 120 V - ac - 690 A Battery banks 177 cells in bank - 3 banks - 531 total 2.2 to 2.25 V/cell (nominal) 1.8 to 2.20 V/cell (operating range) 1,950 A hr - 8-hr capacity

Chart 1. IBM's Uninterruptible Power Supply (UPS) System

Also considered in the installa-Also considered in the installa-tion of a battery-type system is protection against transient dis-turbances to equipment, the spokesman said. he asserted.

With the UPS system, transient disturbances are eliminated since even minor power interruptions are avoided by means of the

butteries filling the power gap

he asserted.

The GE UPS system was installed in 1970, when the computer center in White Plains was completed. Data processing equipment supported by the backup power system is found in Chart 2.

Monitors Detect Disturbances

MENLO PARK, Calif. - Three portable power-line disturbance monitors that simultaneously detect, count, categorize, time and record overvoltages, fast transients and frequency variations on single or 3-phase power lines have been introduced by Pro-

rammed Power Inc.
The 3200 Series The 3200 Series provides audio/visual alarms and hardcopy printout indicating day, hour and minute, plus a code digit correlating to the specific power anomaly noted, the firm's

The visual alarm (front panel lights) is provided for under/over

frequency, overvoltage and undervoltage registers. The appropriate visual alarm is activated when a disturbance exceeds a preset limit with an audio alarm activated at the

me time. A 3-phase switch permits users to select phases for visual meter-

ing of voltage. Power consumption ranges from 30 to 40W for the three

units available Optional features include external alarm voltage terminals, BCD output terminals, 440 Vac modification and a 400 Hz, 3-phase modification, he added.

Prices for the three units range from \$2,995 to \$3,600 from 141 Jefferson Drive, 94025.

Quantor **COMmon Sense Bank Storage**



Bankers find deposits in Quantor COM cut storage costs withdrawals.

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Dey's, Inc., is a national leader in the explosive field of other kint firm's slacks and lackets. In the fast moving fashon field, there's a real need for data fast to keep up with and shead of sudden sales trends. Like other companies in the field, Day's has had the problem of moving data swiftly and economically between central offices and field facilities, and formatting this data so as to extract maximum benefit from it. Their answer: Datapoint 2000 systems are used in a number of departments at Day's to expedite transmission of source data to the company's central computing system and at the same time provide significant on the 200 plus the DATABUS processing language and other 201ware aids supplied with the system make it easily adaptive.

able to complex and changing application requirements. Two Datapoint systems with attached tape units constitute an on-line link between the company's central computer operation in Zenoma and its werehouse in Clearlield, Utah. All incoming sales orders are funnelled through the central register of the control of the c department which give comprehensive information on shelf stock available to buyers.

Delapoint 2003 as also being used in Day's accounts Delapoint 2003 as a count of the production planning where their ability to accommodate large volumes of data according to pre-programmed formats is a major advantage. "The Datapoint 2200's have not only streamlined our data entry activities throughout the company but they have added as much as three years of useful life to our present central computer installation," said Decker. "Without them, we would have had to have gone to a larger computer system with RJE terminals for our remote data users at a cost far in excess of what we're paying for the 2000's — and not have their on-site computing capability."

The Datapoint 2200: A proven system for complex and changing data conversion and entry applications. Prices begin as low as \$5,040. To learn how you can enjoy the benefits of the Datapoint 2200 for your data handling needs write or call the Sales Office nearest you or contact Datapoint Corporation, 9725 Datapoint Drive, San Antonio, Texas 78284 (5121 698-452).

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"Our Daspoint 2000's have streamlined our entire data handling operation. Use of these systems has helped a relover materially the cash float on accounts receivable, for example. They enable us to create much more closely with the float dates situation. They've added years of useful file to our existing centrel computer system. The system's full programability and the complete solviers complete solviers and solviers as communications functions functions functions functions functions functions for the complete solviers and solviers of the complete solviers and solviers. So Dates Processing, Day's Inc., Tacoma, Wash.

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DP, Radio Stations Harmonize to Make Sweet N

YORK, Pa. - If there is a formula for good FM radio listening, the Susquehanna stations may have hit on it through a small computer.

Applying computer techniques to proven broadcasting parameters, Susqueproven broadcasting parameters, Susque-hanna Broadcasting Co. is cutting weekly tapes for five FM stations that are turning listeners on in increasing numbers.

itsteners on in increasing numbers.

The parameters are simple enough.

Songs and artists are separated so no particular one is played back-to-back or repeated in a four-hour time segment.

Also, no half-hour tape is repeated in 68 hours – to avoid a selection being played

in the same time slot. in the same time slot.

Thus, a station does not follow one Frank Sinatra tune with another and the same Sinatra song will not be played again for at least four hours. And, the again for at least four flows, Alle, the tape with the Sinatra piece slotted for II a.m. is not run again for 68 hours to avoid repeating the song in the same time

frame.
"We could not do what we are doing on a manual basis," explains Robert B. Shipley, group FM program director. "This enables us to stay on target with the type that the stay of the of music we play and it controls repeats,

he claims he claims.

The Susquehanna approach is similar to that of the research laboratory where tests are conducted and the results are analyzed for flaws, re-examined and tried until a logical solution is found. In the same vein, the computer goes through a trial and error process, matching and re

played. The information alerts the programming staff to examine why one tape may be getting more plays than another, or if a frequently broadcast tape may

when the computer is not assembling the program logs for the company's FM

The Small Systems User

stations, it is doing the billing for Susque-York, and maintaining the accounts re-ceivable records for seven AM and the

five FM outlets.

Bills are prepared by the AM and FM stations and copies are sent to York where the accounts receivable files are updated and aged and sales are analyzed.

Aside from typing the bills, the local stations have nothing more to do with billing and accounts receivable paper-

On the other hand, the computer pre-

pares the bills sent monthly to some 17,000 cable TV customers. Bills are prepared weekly on a cycle basis and rec are posted at random daily, at which time the accounts are updated.

The bills are in continuous card format. The company has delayed making the bill a turnaround document because of a large number of exception payments and be-cause the volume has not yet warranted

But the bill, according to Larry D. Potteiger, data processing manager, could easily be converted and Susquehanna can do the billing for several additional cable TV companies without appreciably increasing costs.

When orders are received, they are edited and the information is entered into the NCR Century 100. The computer stores the data and prints the necessary shipping copies/bills of lading and order

register.

After the orders, which average 150 to 180 daily for all divisions, are shipped, the computer prints the invoices, updates

invoice register and reduces in invoice register and reduces inventories. Sales and inventory reports are produced daily. Open orders, including current, future and back orders, are reflected in the remaining available inventory. Applying set minimums, the production

epartment can determine output needs.
The computer performs the usual aging that goes with every accounts receivable record-keeping process. There are 20,000 customer records in the file. It also fig-ures the commissions based on the sales information captured on entering the orders. Performance reports by customer and product sales forecasting are two

other computerized summaries.

Bar graphs are prepared by the computer which shows each line's production, orders, shipments and inventory. The graphs are used by management in deter-mining output cycles and work schedules. The computer also processes the weekly payrolls for the manufacturing operation and the semimonthly pay records for the salaried radio personnel.

Penril is not the largest manufacturer of high speed modems in the world.

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Magnetic disk mounted onto the NCR Century 100 computer contains the selec-tions and artists recorded on half-hour tapes played by the five FM stations.

jecting half hour tapes until the log assembled meets Susquehanna require-

assemore mersal has been an average of less than one hole per week to fill. Susquehanna makes its program selec-tions from thousands of musical stan-dards, preparing half-hour tapes with selections balanced according to valid listening patterns and established popularity of titles. The company's five FM stations are furnished with several hundred numerically-coded tapes, each containing breaks for news, weather, public service information and commercial announcements. The company's tape-preparation system allows wide flexibility for each station to respond to major news developments or other local occurrences without difficulty. The number of each tape, its selections and artists, are captured on the

selections and artists, are captured on the computer's magnetic disk files.

Then, each Thursday, the computer, applying the program parameters, selects a week's tapes and prints a program log for each day's broadcasting beginning with the following Monday night. If there are any holes, they are filled in manually in York before the logs are distributed to the stations

While the weekly log indicates when each tape is to be played, a computer list accompanying the tape details the selec-tions, timing and break points.

Besides serving the stations themselves, the computer draws on its disk files to print an alphabetic list of selections and the number of times they're on the tapes. Management uses the report to determine whether the songs are being featured in proportion to their popularity and in keeping with the company's ideas on seed listenies. print an alphabetic list of selections and good listening.

Another computer report shows the fre-quency with which each tape is being



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TECHVEN

Cautious User Becomes a Fan of Key-to-Disk

By Michael Weinstein
Of the Cw Steff
BOSTON – Questions asked at a workshop here on keypunch replacement indicate users still have basic doubts as to
the feasibility of using key-to-disk sys-

Everett Lawton of New England Elec-tric Co. addressed the fears of many users when he told of his experiences as one of

the first East Coast users to replace keythe first East Coast users to replace key-punch operations with a shared processor key-to-disk system.

He related how he had set up his key-to-disk operation so input was identical to keypunch input – using 80-column

"Quite frankly," he said, "we were scared the system might not work and by having an identical format we could always go right back to keypunching.

"But as we got deeper into our new operation, we found our initial fears were unfounded," he stated.

Lawton's system consists of two identical systems, each with a central processor

tied directly to a tape unit. Storage medi-um for each system is a 2.2M-character fixed-head disk subsystem which accepts fixed-head disk subsystem which accepts input - through the CPU - from 11 ter-

Data is entered from the terminals and stored on disk until preset times when contents of disk are dumped onto tape for input to the company's central com-

puter, he related The major benefit to the company, Lawton stated, was the ability of 12

Lawton stated, was the ability of 12 operators to surpass the work performed previously by 18 keypunch operators. Also, because the verification techniques were superior, the individual quality of each operator was not so critical, he maintained.

cal, he maintained.
In response to questions about actual
throughput under the key-to-disk system,
Lawton related how the average input by
each operator was now about 10,000
keystroke/hr — with some operators at
around 15,000 keystroke/hr. With IBM
029s the standard had been less than

Other reasons cited for this improve-ment included the shared processors' ability to take data in diverse formats.

ability to take data in diverse formats. Using his key-to-disk system data can be entered in the manner most convenient for the operator and later reformatted by the shared processor into a form the programmer desires.

"We pay \$5,000 total for both systems including two CPUs, two disk subsystems, two tape drives and a shared printer," Lawton said "Of this cost, we pay \$75 for each terminal and can add up to 64 terminals to either or both systems for \$75 per terminal."

terminal."
His advice to other users looking into key-to-disk was "be more concerned with the software and always think 'how can i get my operators to reduce the number of steps needed to enter data."

get my operators to reduce the number of steps needed to enter data."
"In view of retraining it is important that a prospective user get an 0.29 type of keyboard as this is, what his keypunch operators are used to working with," he



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DATA EQUIPMENT and SYSTEMS DIVISION

Bell Synthesizer Aimed at Turnina Writing to Speech

WASHINGTON, D.C. - In the not-too-distant future travelers may call up for airline reservations and hear a voice that sounds foreign, and has some trouble with pronunciation but on the other end will be a computer-based device which translates written input into

spoken output.

The new unit is still in the nent stage, even though a natent has been granted to two embers of Bell Lahs

In operation there is no hu interaction or recorded audio tape. When a written passage reaches the synthesizing unit, the computer device analyzes the sentences, assigns stress and timing, and finds a phonetic description of each word.

Software for the synthesizer takes into account speech pat-terns and relationships between spoken and written language. To illustrate some of the problems that must be overcome of the inventors pointed out the difficulty in the expression "a

If the program is faulty, this might be interpreted as "an ice man," he commented.

Application areas being investi-Application areas being investi-gated for the new system are reading machines for the blind, a computer-based instruction system and business data sys-

Graphics Data Becomes Digital

ROCKVILLE, Md. - The Model GD-10C (Series 1) Digi-Grid has been unveiled for users wanting a general-purpose, elec-tronic grid digitizing system for tronic grid digitizing system for conversion of any type of graphic data into digital form suitable for DP processing, ac-cording to a spokesman for Computer Equipment Corp. The Digi-Grid is an electronic

erid. free-cursor digitizing system with no moving parts to prepare input from strip charts, scope traces, charts, photos or drawings, the firm's spokesman

The electronic console an readout unit includes sign plus S-digit X-Y coordinate display, basic formatting and interface electronics to a TTY and other output devices, he added.

output devices, ne added.
Units are priced from \$15,000
through \$22,350 and are supplied with software support.
The firm is at 14616 Southlawn Lane, 20850.



EPI's new STR-200 Digital Cassette Recorder.

Now, at last, a digital cassette recorder that gives you everything you're looking for-all in one compact, convenient package. Portability. Battery operation. And above all,

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The secret is in the new STR recording technique-Speed Tolerant Recording—perfected and patented by Electronic Processors Inc. STR eliminates the need for ultra-precise drive mechanisms and produces a single-track, self-clock-ing recording that is compatible with any digital computer system.

The STR-200 is a replacement for your paper tape punch/reader Other STR-200 advantages include high Information density (2 million bits per cassette), an ability to accept or play back data at 125 characters per second, and a reusable recording medium that maintains data sequencing at all times. Yet the STR-200 costs only \$495

(two for \$920)...far less than other systems with lower capabilities. For more information on the STR-200 and Speed Tolerant Recording. send in the coupon. Or phone us at 303/798-9305.

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INQUIRY

By Judy Kra

TORONTO - The computer/
communications industry needs
to devote considerably more attention than it has in the past to
the public interest, according to
Gordon Inns, Bell Canada's vicepresident of computer communi-

cations.
"The public image of computers in Canada is at an all-time tow." Inns said, thanks to the recent report of the Tay, the composition of th

ment involvement

ment involvement.

Speaking at a recent meeting of
Digital Equipment Corp. users
here, Inns said concern over
computers is really concern over computers is reality concern over communications, since it is the information retrieval and trans-mission capability which make data banks a potential threat to

Innovation Needed

To improve this image and pre-vent government regulation, tans suggested, the industry needs to innovate and to improve existing services and make them more economical for data users.

"Although the basic telephone network is still a versatile and almost universally available network for carrying low-speed data, its accuracy is not as good

as desired for data," he ad-mitted. And the long holding times of time-sharing terminals make long distance time-sharing via the switched network expen-

To take the load pressure off the telephone network, lnns said, Beil Canada is developing specialized data networks and

Some of these new offering

• The Multicom network, a switched, disi-up configuration offering a set-up time of three seconds and transi up to 50 kbit/sec.

Software Con

 Software Controlled Com-munications Service which uses minis as front-end communications controllers. data terminals

New data terminals including Dataeom 300, a high-speed teletypewriter terminal and the Vucom I CRT terminal.
Increased use of digital transmission which would re
New data terminals including the second duce the eosts of computer com munications. A trial digital net

work was established in 1971
with "most successful" results.

The formation of a Computer Communications Group in conjunction with the Trans-Canada Telephone System, to provide complete service (including hardware, system design and implementation) for data users.

Rewards of User 'Shopping Around Outweigh Software Building Costs

WASHINGTON, D.C. - When WASHINGTON, D.C. — When the date communications user goes to a source other than the mainframe maker for his communications processor and terminals, he has to pay a price—the cost of developing the software for the system—but the rewards outweigh that cost.

That is the opinion of Air Force Major Gien Vincent of the

Defense intelligence Agency.
"If the user is satisfied with the terminals and processors offered by the mainframe maker, then he can use the software that those manufacturers have developed," he told a recent Caravan/73 session.

But, he noted, those manufacturers have little degine or the told a recent Caravan/73 session.

turers have tittle desire or reason to make software that will work with other systems and there are few standards that could force them to make such interchang abie software, So if the user is not compl

satisfied with the offerings of his mainframe maker in the comwrite his own software for the

write his own software for the front-end processor in order to handle the terminals. Or if he doesn't have the capability to have it written in-house, he will have to turn to an outside software developer and pay for it.

"If the user breaks away from the manufacturer of the host price," the processor of the pr communications equipment out-weigh this price in most situa-

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March 14, 1973 COMPUTER INDUSTRY

CI Notes

IBM Papers Remain Secret

TULSA, Okla. - The Computer Indus-try Association (CIA) has lost in its bid to get some of the secret documents released get some of the secret documents released to the public in the IBM vs. Telex case

Judge A. Sherman Christensen did not specifically rule on whether the 25 docu-ments in question actually contained trade secret information.

But he said there had been "insufficient showing" by CIA to justify the release of the requested documents to it at this time, "specifically because all the docutime, "specifically because all the docu-ments in question together with a vast number of others doubtlessly will be in-troduced in evidence and thus become public in any even during the early stages

IBM, Itel Agree on 30s

SAN FRANCISCO - IBM has agreed to maintain on a worldwide basis IBM 360/30s with Itel Corp./Advanced Memory Systems, Inc. add-on memory beyond

Under the agreement, IBM will exte to all countries - where it has Model 30 service capabilities - service on the same basis as in the U.S.

In addition, IBM agreed to pay Itel 97% in addition, 18M agreed to pay 11el 97% of court costs and expenses incurred in a West German trial on this issue [CW, Feb. 14]. Itel, in return, agreed to withdraw the judgment of the German court and its appeal in France.

Supershorts

Pitney Bowes Data Systems Ltd., a newly created subsidiary of Pitney Bowes, will market electronic point-obsale and related systems in Europe. Operational and marketing headquarters will be in London.

Eldorado Computer Corp. has obtained U.S. marketing rights for Hermes Products. Inc. systems equipment

Tally Corp. has signed an OEM agreement with Hewlett-Packard, S.A. of Bru sels, Belgium, for the sale of Tally Series 2000 Line Printers for use in HP computer systems for the wholesale and retail distribution industry

Digital Information Devices, Inc., has appointed Data Dynamics Ltd. as its ex-clusive representative in Great Britain and 12 countries in Europe, and non-exclusive esentation in seven other nations including Scandinavia.

Pertec Corp.'s 3700 computer output microfilm readers will be marketed by Synergraphics Inc., a microfilm service subsidiary of Transamerica Corn

DP Doors Should Open in 1977

Japan Makers OK Liberalizing Imports

By E. Drake Lundell Jr.
Of the Cw Staff
TOKYO - Japanese computer manufacturers have reportedly agreed to cooperate with government plans to liberalize the importation of DP equipment ize the importation of DP equipment starting in 1977. In return, the govern-ment has promised increased support for their domestic operations.

their domestic operations.

The agreement announced here last week called for the heavy supports in order to offset the increased competition from foreign computer makers, especially

It also contains an escape clause which would permit the Japanese to reimpose heavy import restrictions if the competition became too heavy.

In addition, the agreement would lib-eralize the rules for the imports of inte-grated circuits starting in 1975, sources

Under present regulations it is very difficult for an American manufacturer to get permission to import equipment into Japan and the present regulations effecmarket in any one year. The new liberalized ru

market in any one year.

The new liberalized rules were agreed to
by the Japanese computer industry after
reportedly heavy political pressure had
been placed on it by the U.S. Government, which is upset over the restrictive
regulations – particularly in view of the
recurring dollar crises and the Japanese e of payments surplus resulting from Japanese exports to the U.S.

Up to now the Japanese computer in-dustry has been receiving from its govern-ment around \$510 million yearly for research and development support. But under the new arrangement it would get an additional \$200 million yearly in rean additional \$200 million yearly in re-turn for its agreement to allow the liberal-ization in the rules regulating the im-portation of computer mainframes. The industry would also receive around

million in the form of loans to the Japan Electronic Computer Co., the fi nancing arm for the Japanese industry.

The Japanese industry would also receive around \$30 million for research and

development work in software and ap proximately \$20 million for integrated

The Japanese computer market is one of the fastest growing in the world, accord-ing to International Data Corp. (IDC), a market research firm that estimates the use of computers in Japan has been grow-ing at an annual rate of 40% for the past

In addition IDC estimates the language market will continue to grow at an "above average" rate for the next few

U.S. manufacturers have been frustrated U.S. manufacturers have been frustrated in efforts to penetrate the Japanese mar-ket since the Japanese Government con-siders its fledgling computer industry a national resource and has erected trade barriers to protect it, in addition to pro viding large subsidies to support research and development efforts.

and development efforts.

"This is a case of too little too late," one industry source indicated last week. With all of those subsidies for research and development, he indicated, "the Japanese industry is going to be pretty strong by the time they open the door to us. It may be impossible to compete then anyway on their own ground," he sald. The new agreement does not esse the "buy Japan" policy of the government in any way, several sources observed.

Adapso Asks Permanent Exclusion Of IBM From Data Center Sector Justice in the pending litigation against IBM JCW, Feb. 281.

Ry Mally Linton

Of the CW Staff
NEW YORK - The Association of Data NEW YORK - The Association of Data Processing Service Organizations (Adapso) has submitted a position paper to the Justice Department calling for the permanent exclusion of IBM from the

data center business.

Under the terms of the settlement with
Control Data Corp. involving the sale of
the Service Bureau Corp., IBM agreed to
withdraw from the data center business

for a period of six years.

The paper noted that Adapso Data Center Section believes the transfer of the Service Bureau Corp. should "resolve the special tie-in problems of its segment,

"The complete separation is malized by court decree, so that it is not subject to later change by private action. • "It is made permanent and not limited to the six years which IBM has consented to stay out of the data center

"It is made clear that IBM's exclusion vices is complete and includes commercial and scientific DP services; batch pro cessing; remote job entry processing; time-sharing services; data preparation services; and facility management opera-

"Such exclusion should also prohibit the supply of any 'back-door' entry into the data processing services industry," the

paper stated.

This paper is the second submitted to Justice by Adapso in its efforts to advise

The association's general position urges the elimination of "tie-ins" or linking egether of separate products and activities of IBM and other manufacturers. Reaction to IBM Lease

Lessors Say Prices Still Lower

By a CW Staff Writer NEW YORK - Leasing companies ten-tatively welcomed IBM into the long-term leasing business last week by pointing out their prices were still lower than the new ones offered by IBM, which dropped the overtime usage charge on all virtual 370s.

At the same time, they noted the IBM move to give users a four-year lease indicates IBM is "blessing" the concept of

leasing, a move they said might poten-tially open up new markets for them among users who had previously shied away from the concept. We are still very competitive with IBM

even without the overtime charges," one leasing company vice-president said. How ever, he admitted the shorter term leases were not as competitive without the over-time charges from IBM as they had been

Previously, he noted, leasing companies d figured the overtime charges as part of the IBM rental when making comused to be a 40% advantage for us," he noted, "Is now a smaller advantage,

around 20% to 25%."
"On the longer term deals we could beat the IBM straight rental price; the over-time charges in served to make us took the country of the country of the country of "Il users start thinking in terms of signing up for longer deals since it is now the country of the the country of the country of the country of the the country of the country of the country of the the country of the country of the country of the the country of the country of the country of the the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the country of the country of the country of the the country of the the country of the the country of the the country of th

decide to save an additional 20% to 30% by signing up for a five-year deal with one of the leasing companies?" Still another leasing executive also saw the IBM plan as a help to the third-party

lessing companies.
"For years," he said, "IBM has been pushing short-term leases so that the user wouldn't, IBM said, be stuck with obolete equipment. With the new plan, however, they are in essence assuring users that the equipment will have a life of at least four years, thereby taking the onus away from long-term leases."

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'Technology, Not Labor, the Key'

World Trade Head Defends Multinational Cause

By E. Drake Lundell Jr.

WASHINGTON, D.C. — IBM rolled out one of its big guns here last week to defend multinational corporations like itself from a combined congressional and

Gibert E. Jones, chairman of the IBM World Trade Corp., contended that multi-national corporations were not in fact exploiting jobs but rather that the over-seas operations helped to create jobs in

This position is essentially backed by Nixon Administration, but a coalition Democratic congressmen and orga-Democratic congre nized labor has attacked the multinanized labor has attacked the multina-tionals claiming the firms move plants to areas where labor is cheaper and thus deprive U.S. workers of jobs. This coalition also claims that by manu-

facturing at plants overseas the multina-tionals - like IBM - don't contribute as

much as they could to U.S. exports. IBM was called to testify because in the words 'of Sen. Abraham Ribicoff (Dwords of Sen. Abraham Ribicoff (D-Conn.), head of the Senate Subcommittee on International Trade, "when one thinks of multinational companies, one Im-mediately thinks of IBM."

Crossond

There is no mistaking the fact." Jones told the senators, "that we have come to or crossrouds in the evolution of American foreign policy. Decisions that will be made in the next few months by the Congress will affect future domestic and

international economic patterns in fundamental wave '

mental ways."
With mounting criticism of the activities
of multinational firms, Jones said it was
time for firms such as IBM — which do
business on a multinational basis — to
"confront" the critics. Jones claimed the greatest strength of

technological edge over business in other countries and that by maintaining this edge it would be able to compete effect-ively.

In high technology industries such as the computer industry, he said, the labor content of the equipment was not the major factor, but rather technical innova-

Therefore, he noted, "the key for successful governmental policy is the crea-tion of a climate which will encourage innovation and improvement in American industry, not sheltering it from competitive forces," through tariff restrictions or

Congress should "avoid thinking in terms of days gone by, when handcrafts and high labor content were the general rule in American plants," the IBM execu"Rather, we should think in terms of the '70s and the '80s when our ability to compete will depend primarily on our technological innovation, our creative abilities and our salesmanship."

He noted that on previous occasions it had been estimated that one out of every eight jobs at IBM in the U.S. was directly related to export business, but stated that in 1972 one out of every five IBM U.S. jobs was directly related to overseas op-

Investment Reality

And, Jones contended, "there is absolutely no way in which we could have held onto our markets overseas, and increased U.S. jobs these last dozen years, if we had refused to invest in foreign facil-

This is because many overseas governments would not allow themselves to ments would not allow themselves to drain their foreign reserves in order to import all of the equipment that they presently buy from IBM plants overseas, he said.

Although Jones admitted that "I can prove it to you scientifically, if IBM tried to serve the world market entirely from the U.S., our business abroad would shrink to a very small fraction of its present size," he said.

The choice for us is not between exporting or manufacturing abroad, but be-tween manufacturing abroad or losing large portions of the world market." In addition, Jones said that out of the 115,000 persons employed by World Trade, only 27,600 were in manufactur-ing positions, and therefore if all manu-

facturing was done in the U.S. it would only add that many jobs to the rolls.

Bleak Future?

Jones concluded that if U.S. legislation should "handicap American computer manufacturers in their overseas operations, the technology gap that still favors the Americans would tend to close. For eign manufacturers eyeing expanded markets - including the U.S. - would be helped. The damage done to the U.S. economy would be considerable, perhaps

irreversible.

"In our view, the proper response is legislation that looks toward the elimination of frade beariers, including, and most importantly, non-staff barriers that dissipationally, non-staff barriers that dissipation of the proper staff as paroad;" he said.

"Far from treating U.S.-foreign investment as a threat, we must regard it as an important national resource that can provide U.S. exponst, U.S. jobs, surplesses for which the provide U.S. exponst, U.S. jobs, surplesses for

the U.S. balance of payments and tech-nology essential for progress in the U.S."

IBM Denies Charge Of Dollar Speculation

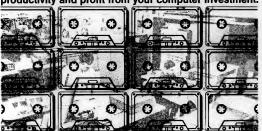
WASHINGTON, D.C. - One of the most serious charges against multinationa companies concerns the speculative use of their reserves of currency overseas which puts pressure on the U.S. dollar.

When speculation on the dollar was at when speculation of the doular was at its height recently, the former finance minister of West Germany, Karl Schiller, was quoted on CBS News of accusing IBM of selling dollars for German marks, in effect helping drive the price of the dollar down in international markets.

IBM denied the charge and earlier in the day, IBM World Trade Corp. Chairman Gibert E. Jones had told a Senate panel that IBM refused to speculate in world currencies in order to make a profit on the decline of the dollar overseas.

However, several sources have wondered whether a large multinational firm would not be forced to do some speculating just in order to protect its stockholders' in-

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GSA Awards 370 Contracts

Memory Bids 60%-70% Off IBM Price

WASHINGTON, D.C. – Sub-stantial price reductions marked the latest round of bidding for add-on and replacement memory contracts with the General Ser-vices Administration here. And when the dust had cleared, Memory Technology, Inc. won the award for replace-ment memory on IBM 370/155s

ment memory on IBM 370/155s while Ampex landed the order for memory on the government's

Under the requirements-type contracts, any government

LOS ANGELES - The Com-puter Industry Association has broadened the base of its mem-bership with eight new members.

"I am very happy to add that it is no longer possible for CIA to be considered an association of peripheral companies," noted President Dan L. McGurk.

"Our membership includes companies from the software,

components and processor seg-ments of the industry. We ex-

agency that does business through the GSA must purchase either the Ampex or Memory Technology type of memory if it wishes to replace or add memory onto its system.

While this is the first big gov-ernment award for Memory Technology, Ampex shared an

earlier GSA award with Cambridge Memories, Inc. for re-placement and add-on memory for the 360/30, 40, 50 and 65 computers as well as the United 1106 and 1108 [CW, Feb. 28]. To get that bid, the firm offered prices that were 76% to 88% off the original BM prices for the equivalent types of memorial control of the sequence of the se

Six European Firms Share in Pact From Space Research Organization

DARMSTADT, W. Germany - Six European computer firms will share in contracts recently announced by the European Space Rearract Organization. ICL, Stemens, Compagie Internationale pour Informatique (CII), Logica, Seas and AEG-Teelunken were closen to provide a proper computer of the compaging of the contract of the compaging of the contract of the compaging of the contract of the contract of the compaging of the contract o CIA Expands Membership Base

include as broad a representation as possible," he added. as possible," he added.
With the new members, CIA
picked up representation from
the minicomputer segment, General Automation; the software

area, with Informatics and Fore-sight Systems, Inc.; as well as component and peripherals

Center here. IBM is the existing supplier to

ICL is scheduled to supply a number of System 4-72s, while Sess and Logica will direct project management and provide software and special hardware. The real-time system will be based on two CII 10070s and six

based on two CII 10070s and six Siemens 330 systems.
The CII units will process all control and experimental infor-mation generated by a satellite, while the Siemens computers will generate information on graphic displays and handle ex-perimental data acquisition from the satellite.

Aussies Keep Tariff

CANBERRA, Australia – The Federal Cabinet has decided to defer any amendment to the tariff on CRT display terminals while the Tariff Board considers the position of the electronics industry overall according to industry overall, according to Lance H. Barnard, acting prime Specialists in mergers and acquisitions in the data processing field. Please cell or write:

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component and peripherals makers. Other new members are Advanced Memory Systems, Cambridge Memories, Inc., Xytex Corp., Applied Magnetics and Information Magnetics Corp. pect to expand still further to TO 10 WE IN 10 W M M IN 10 E

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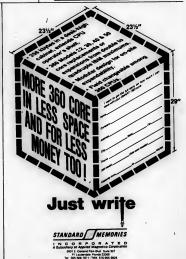
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Contracts

The Potomac Electric Power Co. has The Potomac Electric Power Co. has awarded a \$10 million contract to System Monitoring Division of Rockwell Inter-national Corp. to develop a computer-based energy control system. The system will monitor and control the utility's entire generation and transmission net-

Commonwealth Edison Co., Chicago, has engaged Control Data Corp.'s Profes-sional Services Division to help develop a computerized system for the accountability of nuclear reactor fuel assemblies.
The system will provide Edison with a computerized library of current and h torical data on the firm's assemblies.

The Department of Defense has asked Mediab Computer Services, Inc. to install a \$1 million clinical laboratory informa-tion system at the Bethesda (Md.) Nsval Hospital. The contract also provides the Navy with options on two additional

Data Transmission Co. (Datran) has

awarded contracts to Burroughs Corp. natruction of its nationwide digital data mmunications network. Datran de-ned to announce the value of the multi-

million dollar awards Burroughs will provide the cur erminal interface unit and the

Burroughs will provide the customer terminal interface unit and the fault alarm and 'control system, Comten will manufacture the stored program computer switch controller. Paradyne was selected to make 4,800/9,600 bit/sec modems and installer test sets.

The Business Data Systems Division of The Business Data Systems Division of Northrop BSL has contracted with Micro-data Corp. for its 1600 Series mini-computers. The minis will be the heart of BSL's real-time business data system, the BDS 2000 Series.

Western Union Telegraph Co. has awarded a contract to international Com-munications Corp., a Milgo subsidiary, for 2,000 modems. One application of the modems will be Western Union's new Multipoint Data Service.

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Evolution the Key

AJ Looks at Data Entry Market

MOUNTAIN VIEW, Calif. - Even though the firm is best known for acousthough the firm is best known for acous-tic-couplers, the majority of Anderson Jacobson's (AJ) business in terms of dol-lars is in the terminal area and the firm is presently taking a close look at the data entry portion of the market.

But whatever moves the firm makes in this area will be on an evolutionary basis; that is, new products will be designed to take advantage of features of present ones, much like the firm's entry into the terminal field, according to Gerry Schoenwald, director of marketing.

The firm got into the terminal business because some customers on their own were integrating the Anderson Jacobson acoustic couplers with teletypewriters so the firm decided to do it for them.

But as the terminal market grew, the firm then added more and more of its own electronics and other parts to the

basic system, so that now its latest termi-nal, the 630, is a 100% Anderson Jacob-son product from thermal printer through

'We moved into the terminal b because it broadened our base," Schoen-wald said, "and because it was a natural move up."

The acoustic coupler business, he said, was extremely crowded and very price-competitive because almost anyone could nto the field without a major invest-

But, he added, it was much harder to become a terminal company and there-fore the number of competitors, while large, was not as large as in the coupler

only account for around 10% of the firm's business on a dollar basis with the rest coming primarily from the terminal

The firm's entry into the data entry marketplace will probably come about in the same way, Schoenwald indicated, if it

decides to get into the market.

The firm is presently marketing one cassette recorder and is working on the development of a "high-performance" unit that should be ready before the end of the year

The combination of these devices with the equipment used in putting together the firm's terminal line could be used to make either data entry or data acquisition systems, Schoenwald related.

The major need would be software, and this is an important consideration when entering the data entry field, Schoenwald stressed and a firm has to make a choice between offering generalized packages or customizing systems for specific applica

Even though Schoenwald emphasized that the firm had "just started looking at the data entry area," he indicated that modular systems might be the best prod-uct in the future.

uct in the tuture.

For example, he said a firm might want
to offer a system that could either have
cassettes for data storage or, optionally, a
floppy disk for storage. Then the user
could choose the system that best met his particular needs.

in other areas, Schoenwald noted the was planning basically to expand its terminal lines with higher speed or more capable units, with the area of remote batch terminals under study.

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POSITION ANNOUNCEMENTS | POSITION ANNOUNCEMENTS

Sanders Doubles Quarter, Half Earninas

NASHUA, N.H. - Sanders Associates, Inc. doubled its earnings in the second-quarter and six-month periods ended Jan. 26 compared with comparable

compared with comparate periods last year.

"Results for the first six months confirm our confidence that we will achieve our goals for fiscal 1973 – increased sales and significant profit improvement year," observed President Roy-den C. Sanders Jr.

In the quarter, Sanders earn-ings reached \$1.1 million or 24 cents a share compared with \$559,000 or 12 cents a share in the year-ago period.

Revenues Rise For Vermont

N. SPRINGFIELD, Vt. - Vermont Research Corp. saw firstuarter revenues rise in the riod ended Dec. 31.

Revenues climbed to \$1.4 mil-lion from \$1.3 million a year ago, while earnings, boosted by a \$205,000 credit, totaled \$307,000 compared with \$307,000 compared with \$115,000 in the same period last year. The credit resulted from the sale of securities of Con-solidated Computer, Inc.

Vermont has completed the acisition of OMI Memories, Inc., which has developed a prototype

moving-head disk.

Operating expenses of the new
unit, called VRC California, will
be written off as incurred, according to President Hugh M.

"Also, it will be some time before any significant revenues will be derived from sales of this moving-head disk product," he

The immediate net effect of the merger will be a substantial the merger will be a substantial reduction in our earnings in the second quarter ending March 31, 1973, and succeeding quarters, until disk sales can be achieved in some volume," he added.

Simplicity Heralds Fourth Record Year

NEW YORK - Simplicity Computer Corp. continued its streak of reporting record sales and earnings for its fourth con secutive year.

Leasing accounted for about Lessing accounted to about 40% of revenues, up from 30% last year, and a "sharply higher percentage of our profits," ac-cording to President Louis Marolda. Simplicity specializes in the long-term leasing of IBM 360/20's and other small satel-

The firm's DP subsidiary, Babbage Systems, Inc., also con-tributed to earnings.

tributed to earnings.

Earnings for the year rose 75% to \$177,293 or 35 cents a share from \$102,959 or 21 cents a share last year. Revenues rose 35% to \$2.8 million from \$2.1 million in 1971.

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Leasina

Summit Computer Corp. BS Springfield Ave. nit, New Jersey 07901 , (201) 273-6900 Special credits totaled \$318,000 in fiscal 1973 com-pared with \$113,000 last year. Revenues rose 18% to \$43.1-million compared with \$36.6 million. Revenues have risen for six consecutive quarters, the firm noted.

\$340 700 or 13 cents a share

ngs totaled \$539,390 or 20

For the half, Sanders earnings totaled \$2.1 million or 46 cents a share compared with \$1 million or 22 cents a share in the year-before period. Sales climbed to \$81.8 million from \$56.2 million in the same period last year.

SEL Earnings Drop on Revenue Gain

FORT LAUDERDALE, Fla. -Systems Engineering Labora-tories, Inc. experienced a decline cents a share in the period ended Dec. 29, compared with \$581,212 or 23 cents a share last in six-month earnings and an increase in revenues. With a heftier special credit of

year, when the special credit was \$201,832 or 8 cents a share. Revenues rose slightly to \$7.6 million from \$7.1 million in the comparable year-ago period

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Losses on fixed-price software contracts were reflected in the nine month reports of Infor-matics inc. and Cybermatics, In-formatics, however, reported in-recased earnings for the period, while Cybermatics reported a

loss.

Nine month earnings and revenues were improved at Informatics compared with the yearago period, when a loss of 7 cents a share from discontinued erations was inch

operations was included. Earnings totaled \$349,000 or 23 cents a share compared with \$296,000 or 19 cents a share in the year-ago period. Revenues rose to \$13.3 million from \$12.7

million.

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government sector," of

President Walter F. Bauer.
Performance in all areas increased significantly since last
year except revenues from three
Nasa contracts, he said.
A provision of 555,000 to
cover estimated losses on a large
fixed-price contract scheduled
for completion in the fall was
included in the period, the com-

Two Contract Losses

At Cybermatics, the loss of \$662,150 or 66 cents a share on revenues of \$5.7 million for the nine months ended Dec. 31 resulted from a \$216,575 provision for losses on two fixed-price contracts, as well as \$210,599 in non-recurring charges to income. Changes in accounting pro-cedures were also reflected in a \$242.822 charge.

In the previous year the firm carned \$216,717 or 20 cents a of \$4.6 mile

of accounting for research and development expenses from a de-ferral method to a current ex-

After three quarters of significent losses, the Software Divithe month of January, the firm said. Cybermatics' participation in the continuous computer

in the continuous computer forms and pressure sensitive labels businesses accounts for about two-thirds of consolidated revenues, observed President J. Roy Morris. orris added he expects Cybe matics to return to profitable operations during the fourth quarter and during the next fis-

\$83.7 million in the fourth quar-

Computer Machinery has re-duced its line of credit with Se-curity Pacific National Bank and curity Pacific National Bank and First National City Bank to fi-nance U.S. lesses. Under a new agreement, CMC may borrow up to \$15 million through February 1974, including loans out-standing under the old agree-ment, which had an upper limit of \$20 million.

Nickels &

Dimes

Lots of activity in the stock splitting department: Datapoint stock had a reverse split of 1 for 2-1/2; Data General stock will split 3 for 1 payable March 22 to stockholders of record March 7; and Texas Instruments share-holders vote April 18 on a 2 for

In the name game, Computing & Software is now Cordura.

Computer Fi Financial, now Lencor International, posted rec-ord nine month earnings for the period ended Dec. 31, and at-

period ended Dec. 31, and c. tributed the rise primarily to in-creased demand for disk packs. SSS Electronic Memories & Magnetics will pay a preferred share dividend of 25 cents March 10

to shareholders of record March

2. The dividend has been The dividend mas occur omitted since the fourth quarter

Graham Magnetics declared a 3% stock dividend to share-holders of record Feb. 23. SSS

ter of 1971.

Although mailing equipment currently accounts for 71% of the firm's revenue, in five years revenue is expected to be split evenly between mailing equipment, copiers and retail systems, Allen said. On-Line Systems common stock will split three-for-two payable March 7 to shareholders of record Feb. 14.

Western Digital, circuit and test system maker, passed the break even point for monthly opera-tions during the quarter ended Dec. 31, and cut its losses for the period by 59% from the the period by 59% from year-ago period, to \$139,887.

SSS Scan-Data has recorded third-quarter shipments of nine sys-tems.

Pitney Bowes Absorbs \$1.4 Million Charge for POS Unit in 4th Period

Share of the charges for jointly-owned Pitney Bowes-Alpex, Inc., maker of point of sale systems, but Pitney Bowes' over systems, but Pitney Bowes' over-all profits were more than suffi-cient to absorb the \$1.4 million charge for the fourth quarter and year ended Dec. 31.

However, for the first quarter of 1973, President Fred T. Allen sees earnings "about the same" as those of the comparable year-ago period. Operating earnings are expected to rise, and revenues should be up 10% to 15% from \$76.1 million in the first arter of 1972.

The \$1.4 million special charge reflects Pitney Bowes' first quar-ter share of \$18.6 million in operating losses and charges for the amortization of the preiously deferred startup costs of

up from almost \$3 million in the year earlier period. Revenues climbed to \$98.1 million from

ter of 1971.

STAMFORD, Conn. - Pitney

The \$1.4 million special charge

Pitney Bowes-Alpex. Fourth quarter earnings totaled \$4.5 million or 34 cents a share,

Acquisitions A merger has been cons

A merger has been consum-mated between Axicom Sys-tems, Inc. of Paramus, N.J., and Transport Data Communica-tions, Inc., Greenville, S.C. The agreement provides for an exchange of common stock of the two cornorations.

Control Data Corp. has acquired all the outstanding common stock of Nuclear Associates International Corp., Rockville, Md., in exchange for shares of Control Data common stock. GTE Information Systems Inc. has acquired EDP Resources Inc.'s 75% interest in EDP Resources Deutschland AG, West Germany, for \$3.4 million.

Mathematical Applications Group, Inc., Elmsford, N.Y., has acquired the Swedish firm of Stroede, AB, through its wholly owned Swedish subsidiary, In-dustri-Matematik, AB, based in Gothenberg, provides complete mailing and computer services.

Network Data Processing Corp. of Cedar Rapids, Iowa, has pur-chased all the payroll account business from Data Services, of

Itel Corp. has agreed in princi-ple to acquire First National In-demnity Co., a Texas insurance company in the mortgage guar-anty field, for an undisclosed

William Marion Co., Inc. of New York City has acquired all the inventory and leases of E.D.P. Leasing Corp.

Charterhouse Canada has agreed to acquire a significant minority interest in Comma Ser-





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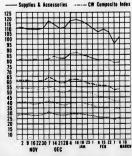
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				ING PRIC	ES THIRS	
E K C H		1972-73 RANGE (1)	NAR 8	NET CHNGE	PCT CHNGE	
0 4 0 2 0,00	SOFTH APPLIED DATA RES. APPLIED LOGIC MITOMATIC DATA PROC HRANDON APPLIED SYST COMPUTER DIMFNSIONS CONPUTER DYNAMICS	1- 3 3- 7 1- 4 69- 99 1- 2 3- 14 1- 4	1 5/8 3 1/2 2 1/2 68 3/4 5/8 3 7/8	+ 1/R + 3/R - 1/A - 1/A - 1/A - 3/8 - 1/A	+8.3 +12.0 -4.7 -6.6 -16.6 -11.1 -12.5	
0 N 0 0 D N D	COMPUTER NETWORK COMPUTER SCIENCES COMPUTER TASK GRIUP COMPUTER TECHNOLOGY COMPUTER USAGE COMPUTER USAGE COMPUTER USAGE COMPUTER USAGE	1- 3	2 4 1/8 1 1/2 2 3/4 6 1/2 9 5/8 3/4	- 1/4 0 0 + 1/4 - 1/4	-11.1 0.0 0.0 0.0 +4.0 -2.5 0.0	
0 0 0 0 0 0	CONSHARE DATATAS EOP RESOURCES ELECT COMP PROG ELECTRONIC OATA SYS INFORMATICS I.O.A. DATA CORP	5-10 4-9 1-8 1-5 43-65 3-11 1-3	6 7/8 3 1/4 1 5/8 1 1/2 52 3 5/8 3/4	- 1/4 - 1/4 + 1/8 - 1/8 - 1/8 + 1/8	-3.5 -7.1 +8.3 0.0 +6.9 -3.3 +20.0	
11 U U A O 17 P	REAME ASSOCIATES KEYDATA CURP LOGICON MANAGEMENT DATA NATIGNAL CSS INC MATIGNAL INFO SRVCS ON LINE SYSTEMS INC	4- 7 7- 13 4- 9 3- 10 8- 41 1- 5	3 3/4 8 5/8 5 5/8 3 36 1/2 1 7/8 16 5/R	0 + 1/2 + 1/2 - 1/4 +5 5/8 0 +2 5/A - 3/R +1 3/R 0 -1 1/4 + 1/4	+20.0 0.0 +1.4 +0.7 -7.6 +17.1 0.0 +18.7	
0 0 0	PLANNING RESEARCH PRIGRAMMING METHINS PRIGRAMMING 6 SYS RAPIDATA INC SCIENTIFIC COMPUTER SIMPLICITY COMPUTER TRS COMPUTER CENTER	4- 17 20- 25 1- 2 5- 27 5 1- 4 1- 5 5 3- 6	3 3/4 23 5/8 3/4 20 1 1/2 2 3/6 3 1/4	- 3/R +1 3/R 0 -1 1/4 + 1/4 - 1/7	-9.0 +6.1 0.0 -5.8 +20.0 -17.3	
0 0 0 0	TCC INC TYMSHARF INC INITED DATA CENTER UNIVERSITY COMPUTIN HPS SYSTEMS.	1- 3 7- 12 5- 8 6 7- 26 6- 10	1/4 8 3/8 5 1/2 9 1/8 5 5/8 5 5/8	+ 3/4 + 1/4	-33.3 +0.8 +4.7 0.0	
N D N D D A N	ADDRESSORAPH MHIT ADVANCED MEMIRY SYS AMMEX COMP ANNERSON JACOBSON REHIVE MEDICAL FUE BOLT, RERANEX & NEW SUPKER-RANII	23 - 49 12 - 23 5 - 15 4 - 8 C 1 - R 5 - 21 7 - 14	74 18 1/4 5 7/8 5 3/4 7 11 6 7/8	+1 1/ +1 5/R - 3/R 0 + 1/4 +2 1/4 - 5/H	+9.7 -6.0 0.0 +3.7 +25.7 -8.3	
0 0 0 0 0 A	CALCUMP CAMERIUGE HEMIRIES CENTRIVICS DATA COM COMPTRIVICS COMPITER COMMUN. COMPITER COMMUN.	9- 25 9- 15 9- 28 6- 25 1- 4 1- 7 2- 4	11 3/4 11 1/4 20 1/2 14 1 1/2 2 3/8 2 1/4	-1/4 -1 +1 -1/8 +1/4	+2-1 +5-8 -4-6 +7-6 0-0 -5-0 +12-5	
0 A N A	COMPUTER MACHINERY COMPUTER TRANSCRIVE COMPUTEST CONRAC CORP DATA PRODUCTS CORP DATA RECOGNITION DATA TECHNOLOGY	7- 13 2- 9 3- 9 24- 39 3- 7 1- 5 2- 5	11 ? 5/8 4 1/2 24 1/4 3 3/8 ? 1/2 3 7/8	+ 7/A - 1/A 0 + 3/4	+8.6 -4.5 0.0 +3.1 0.0 0.0	
E N G G N N O	OT/AN CONTROLS FLECTRINIC M & M FARRI-TEK GENERAL COMPUTER SY GENERAL ELECTRIC HAZELTINE CORP INFOREX INC	3- 8 3- 8 2- 5 5- 16 59- 74 7- 13 14- 36	3 3/8 3 7/8 3 3/8 8 1/2 68 1/4 6 3/4 18	0 0 - 1/4 - 1/8 + 1/4 + 3/8	0.0 -6.0 -3.5 +3.0 +3.0 +3.8 +32.1	
O A A	INFORMATION DISPLA' INFORMATION INTL LUNDY ELECTRONICS MANAGENENT ASSIST MILGO ELECTRONICS MOMANK DATA SCI ODEC COMPUTER SYST.	75 1- 5 4C 8- 25 6- 14 1- 1 15- 44 8- 27 3- 12	5/8 11 1/2 7 1/R 1/2 21 8 1/4 4 1/4	+ 1/4 0 + 3/4 + 5/8	0.0 0.0 +3.6 0.0 +3.7 +8.1	
000	OPTICAL SCANNING PERTEC CORP PHOTON POTTER INSTRUMENT PRECISION INST. RECORNITION FOULP SANOERS ASSOCIATES	2- 16 5- 17 3- 15 6- 21 2- 13 5- 15 11- 21	4 1/4 6 1/4 4 1/2 6 1/2 4 3/4 11 5/8	+ 1/2 + 1/4	+30.7 +19.0 +12.5 +4.0 -5.8 +4.5 +2.1	
0000	SCAN GATA STORAGE TECHNOLOGY SYCOR INC TALLY CORP. TEKTRONIX INC TELEX VILTEK INC	3- 13 17- 30 7- 11 8- 15 34- 64 - 4- 15 17- 26 PLIES 6 ACCE	2 7/8 22 1/2 9 5/R 42 5 15 1/2 \$ SOR IES	+ 1/4 + 1/4 0 +2 1/7 + 1/2 - 3/8 +1 1/8 +1/4	0.0 +12.5 +4.8 -3.7 +2.7 +2.7 +25.0 +1.6	
0 0	HALTIMORE BUS FORM BARRY WRIGHT DATA ODCUMENTS OHPLEX PRODUCTS IN FRNIS RUS. FORMS GRAHAM MAGNETICS GRAPHIC CONTROLS	5 5- 9 9- 14 17- 26 6 8- 16 6- 10 15- 27 11- 15	5 9 1/4 18 1/2 9 1/4 6 1/8 17 1/2 11 1/8	+ 5/8 - 1/4 + 1/7 - 1/4 +1 - 1/4	+7.7 -1.3 +5.7 -3.9 +6.0 -2.1	
	3M COMPANY MODRE CURP LTO NASHUA CORP REYNOLOS & REYNOLD STANDARD REGISTER	76- 88 42- 57 48- 62 37- 77 14- 20	85 55 1/7 53 1/2 49 3/4 17 3/4	+5 1/4 + 1/2 + 3/4 +2 1/8	+6.5 +0.9 +1.4 +4.4 0.0	

0	TAB PRODUCTS CO		23		1/2	0	0.0
N	HARCO	211-	28	20	7/8	+ 5/R	+3.0
A	MARASH MAGNETICS	6-	11	6	1/8	0	0.0
N	WALLACE BUS FORMS	21-	26	23	1/2	+ 1/6	+0.5
			-				
	COM	PUTFR	SYS	TEMS			
M	MURROUGHS CORP	147-2	41	238		+11 7/8	+5.2
N	C/ILLINS RADIO	14-	27		3/8	+2	+8.9
N	CONTROL DATA CORP	43-		46	3/8	- 1/8	-0.2
u	DATA GENERAL CORP	39-1			1/2	+5	+12.6
0	DIGITAL COMP CONTROL	3-		4		+ 3/4	+23.n
N	DIGITAL EQUIPMENT	72-1	105		1/4	-1 1/2	-1.6
N	ELECTRINIC ASSIC.	6-	13	6	5/8	0	0.0
A	FLECTRINIC ENGINEER.	6-			1/4	+1	+12.1 0
P0	FOXHORO	23-	41	29	1/2	+2 1/2	+0.2
П	GENERAL AUTOMATION	13-	55	43		+2	+4.R
0	GRI CHMPHTER CHRP	2-	5	- 1	7/8	- 1/6	-6.2
N	HEREFTT-PACKARD CO	46-	94	91	178	+4 1/4	+4.R
N	HOMEYWELL INC	106-1		109		+2	+1.8
м	188	333-4	141	440	1/2	+13 1/2	+3.1
n	INTERDATA INC		16		5/8	+ 1/4	+2.6
74	MEMIREX	10-			1/8	0	0.0
u	MICHIDATA CHRP	*y ==			1/4	0	0.0
N	NER	27-		28		+1 3/8	+5.1
N	RAYTHEUN CIT	27-			7/R	+1 7/8	+6.4
N	SPERRY RAND	30-	50	43	3/8	+ 5/4	+1.7
Α	SYSTEMS FNG. LARS	4-	16	,	3/4	+1 1/4	+27.7
N	VARIAN ASSIK TATES	14-			5/8	+1 5/8	+11.6
N	WANG LAHS.	27-			5/8	+ 5/R	+2.7
N	XFPIJX CORP	1>1-	172	164	1/4	+7:1/8	+4.5
	(EAS	ING C	IMP.	NIFS			
Α	MODTHE COMPUTER	3	18	3	3/4	+ 1/8	+3.4
0	BRESMAHAN COMP.	1-	3	1	1/4	0	0.0
0	COMOTSCIL INC	3-			3/8	+1 5/8	+13.8
n	COMMERCE GROUP CORP	5-	11		3/4	0	0.0
1)	COMPUTER EXCHANGE	í-			5 /R	0	0.0
4	COMPUTER INVSTES GRP		14	4	3/8	+ 1/8	+2.9
11	COMP. INSTALLATIONS	2-	5	7		υ	0.0
N	OPE INC	6-	13	7	3/4	- 1/4	-3.1
н	DATRUNIC RENTAL	2-	4	- 2	1/4	+ 1/8	+5.8
- 7	DEL INC		10	- 2	1/6	- 1/8	45.5
ñ	DEARHORN-STORM	16-			3/4	+1	+5.0
Ä	DPA+ ING+	5-	8		3/R	- 3/R	-4.5
ñ	CRANITE MGT		11	4	7/8	- 17R	-2.5
Ä	GREYHILLIAND COMPUTER	5+	ii	- 5		+ 1/4	+5.2
	17FL	7-	12	8		- 1/2	-5.R
Ñ	LEASON CORP	12-	24	13	3/4	+ 5/8	+4.7
n	LEASPAC CURP		15	6		0	0.0
0	LECTRO MGT INC	1-		1	1/8		-1R - 1
0	RUCKKUNG CHMPUTER	2-		i	7/R	0	0.0
ů	SYSTEMS CAPITAL	3-			3/8		+15.2
N	H.S. LFASING	19-			3/8	- 1/8	-0.4
F-1	CHI N-NEN YÜRK EXCHAN	64 A.	AME	RICAN	FXC	HANGE	
	L=NAT TONAL FXCHAN	Set De	iVF F	R-THE	-CINI	NTER	
	P=PFIL-MALT-MASH						
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